CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

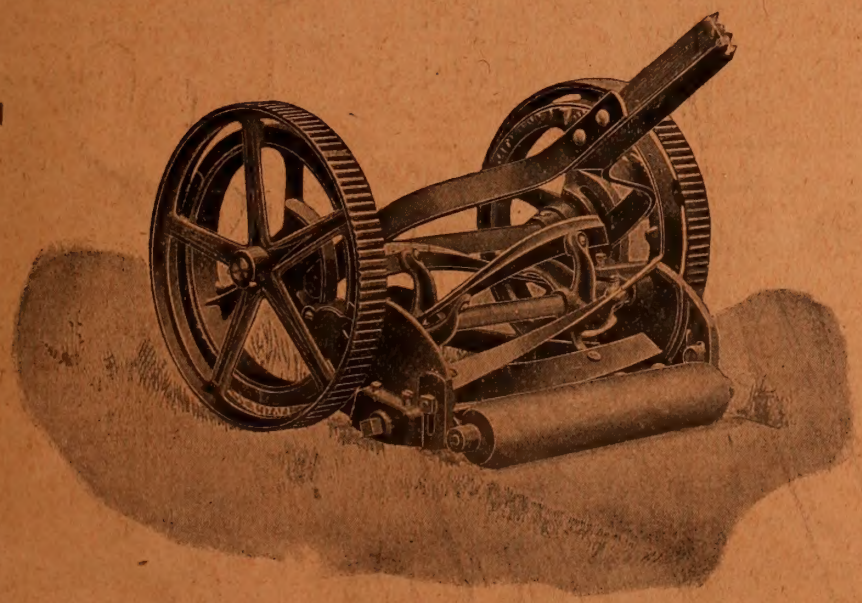
VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, APRIL 7, 1906 NO. 14.

ANVILS BITS
HENRY BOKER
MANUFACTURER
OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
Pliers Vices
For Sale by Leading Wholesale Houses.

CANADA

MORE POPULAR THAN EVER
after forty years' trial.
WHY?

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.



You Admit
that you need a stock of
Lawn Mowers

The only question is, "whose make?"

Our machines have been before the people for years. They are fully endorsed.

The quality is right, the prices are right, the shipments are right; and trade will be right if you sell TAYLOR-FORBES Mowers.

LAWN MOWER CATALOGUE ON REQUEST

TAYLOR-FORBES COMPANY, Limited
The Largest Manufacturers of Hardware in Canada.
TORONTO: 1088 King St. West
Head Office and Works: GUELPH, ONT.
MONTREAL: 9 De Bresoles Street.

See Classified List of Advertisements on Page 71.

SPORTING GOODS

FOR 1906

RETURNED APR 7- 1906



Baseball Masks



LACROSSE STICKS



Baseball Masks

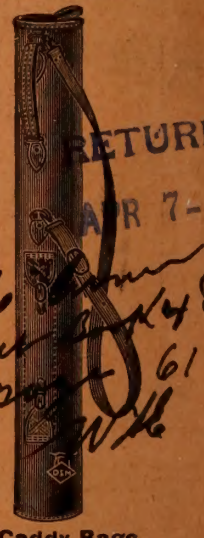
Cricket Supplies,
Bats, Gloves,
Balls,
Wickets, Bags, etc.

SPORTING GOODS

Baseball Goods,
Bats, Bases,
Masks,
Mits, Balls, etc.



Caddy Bags



Caddy Bags

LACROSSE
STICKS
and
BALLS

GOLF
CLUBS
and
BALLS



Mits



Gloves

BICYCLE and AUTOMOBILE
ACCESSORIES



BASEBALL BATS

Write for Prices and Catalogue

RICE LEWIS & SON

LIMITED

TORONTO.

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

PRICES:
Hollow Ground
$2.00
Double Concave for Extra Heavy Beards
$2.50
Pair in Leather Case
$4.50
Carbo-Magnetic Strop $1.00



NO HONING **NO GRINDING**

NO NEW BLADES **NO ANNUAL TAX**

FIRST PURCHASE PRICE THE ONLY EXPENSE

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our **booklet, "Hints on Shaving," Free,** and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, New York

GET OUR PRICES ON

REVOLVERS

Harrington & Richardson. **Iver Johnson**

Sizes 22—32—38 Calibre

Hammerless

Never out of style. Always up to date.
The best is what you want.

THOS. BIRKETT & SON CO.,
LIMITED

OTTAWA, ONT.

American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.

ICE CREAM FREEZERS THAT SELL







Send for Catalog.

THEY ARE
Well Advertised,
In Demand,
Easily Sold,
Satisfactory in Use,
Of Known Reputation,

THEY EXCEL IN
Easy Running,
Quick Freezing,
Economy,
Convenience,
Practical Results,

North Bros. Mfg. Co.,
Philadelphia, Pa.

We manufacture Cordage and Binder Twine of every variety.
We solicit your 1906 business for the following brands:

Blue Ribbon,	650 ft.	per lb.
Red Cap,	600 "	"
Tiger,	550 "	"
Standard,	500 "	"
Golden Crown,	500 "	"

Consumers Cordage Co., Limited

MILLS: MONTREAL and HALIFAX

BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

INCREASE YOUR CUTLERY SALES

AND YOU WILL

INCREASE YOUR PROFITS

We wonder sometimes why some dealers bother with the cutlery business at all, as they pay so little attention to selecting the lines they want to sell.

If your sales of Cutlery are small, it is likely because you haven't the kind or the quality your customers ask for. Without the latter, you will not get the kind of trade that would increase with time. People who know your QUALITY is right are the ones that will pay a GOOD PRICE for GOOD GOODS

The following well-known makers made their reputations on quality only, and they are names in the cutlery business to conjure with.

Joseph Rodgers & Sons,
George Wostenholm & Son,
George Butler & Co.,
E. M. Dickenson,
Henry Boker & Co.,
Harrison Bros. and Howson,
Maleham and Yeomans,
Jonathan Crookes, etc.

We carry good stocks of these well-known lines, and if your "Cutlery Man" is not what he should be—try us.

Our salesmen can reach you in a very short time, with a full range of samples.

"LEWIS" BUILDING, MONTREAL



THE HOME OF PROMPT SHIPMENTS

RETURNED
APR 7 - 1906
L. Montreal
Cut Book 48
page 59
W.S.E.

LEWIS BROS. LTD.

MONTREAL

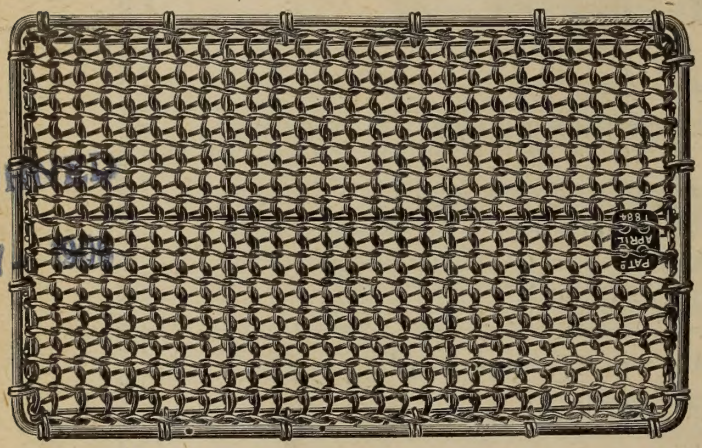
OTTAWA
TORONTO
WINNIPEG
VANCOUVER
CALGARY

WOMEN ARE HUNTING

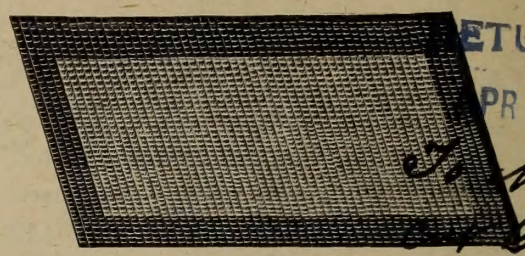


Brush Cocoa Fibre Mats
14 x 24, 16 x 27, 18 x 30 and 20 x 33 in.

all the time for aids to clean housekeeping. A line of door mats at this season of the year will attract them. You should cultivate their trade in house furnishing hardware; the trade is large, the demand constant.

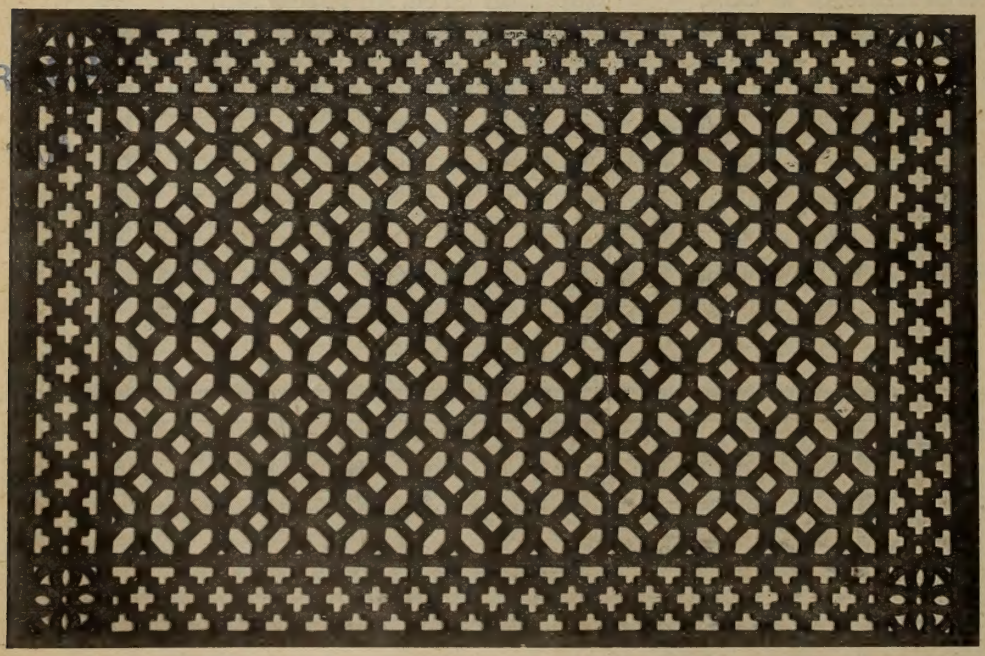


Wire Door Mats—Reversible
Four sizes—16½ x 24, 18 x 28, 20 x 30 and 22 x 36 in.



Hard Woven Cocoa Fibre Mats
14 x 24, 16 x 27 and 18 x 30 in. This is a popular priced mat.

DOOR MATS



No. 4, Perforated Rubber Door Mats—24 x 36 in., 3/16 in. thick.

are a good line and profitable.

Those shown here will make as complete an assortment as it is necessary to handle.

Write us for prices or ask our travellers.

FROTHINGHAM & WORKMAN, LIMITED

WHOLESALE HARDWARE AND IRON MERCHANTS

1809 Montreal, Canada 1906

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

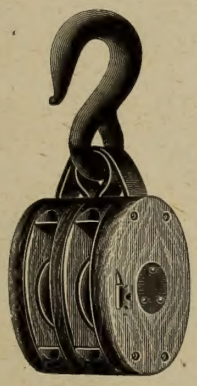
Wholesale Only

138-140 WEST FRONT STREET, TORONTO

Only Wholesal

Blocks and Rope





Wood Tackle Blocks
Single and Double Sheave.
Size 3 inch to 10 inch.



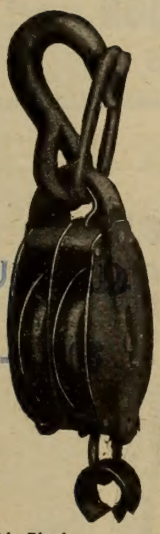
Rope in Coils
Sisal, British Pure Manilla, Best Pure Manilla.





Eddy's Steel Tackle Blocks
Single and Double Sheave.
Size of Shell 4 to 8 inches.





Hartz Steel Tackle Blocks with Beckets
Single and Double Sheave.
Size of Shell 6 to 12 inch.



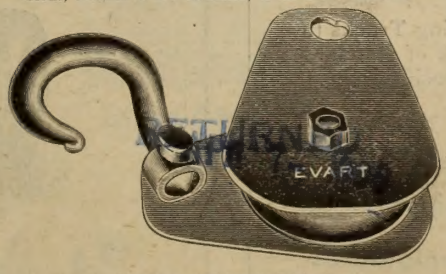
Hartz Steel Block with Becket
Triple Sheave.
Size of Shell 6 to 12 inch.



Star Hoist
Dia. of Sheave.
3 to 5 inch.



Loading Block
For Rope or Chain



Loading and Snatch Blocks
For Chain



Loading Block
Plain Sheave, Swivel Hook

For fuller particulars see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

We Ship Promptly

Factory: Dufferin Street, Toronto

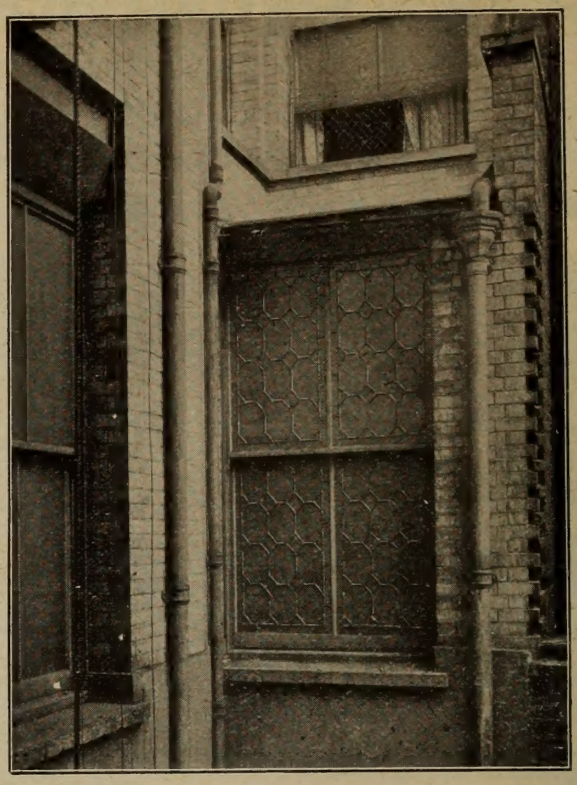
Our Prices are Right

ANOTHER INSTANCE

of " Maximum " service is here given.

This window shows the ornamental glazing of

MAXIMUM LIGHT GLASS



The product can be cut, glazed and mounted in lead, copper, or iron intersecting bars, from Architects' special designs.

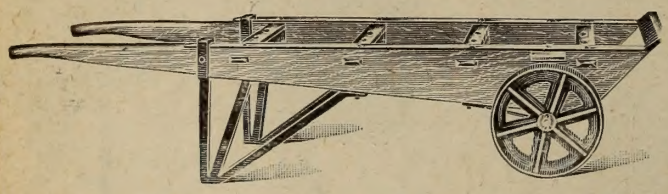
☞The price of **Maximum Light Glass** is the same as that of the ordinary sheet prismatic glass.

SOLE CANADIAN AGENTS

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS

TRUCKS TO ORDER



SPECIAL STEAMSHIP TRUCK

84 inches long, 30 inches wide. Wheels 14 by 3 inches.

We make a specialty of manufacturing Trucks to order, as well as carrying a large stock of standard Trucks, and solicit your enquiries and specifications.

Send us your enquiries for

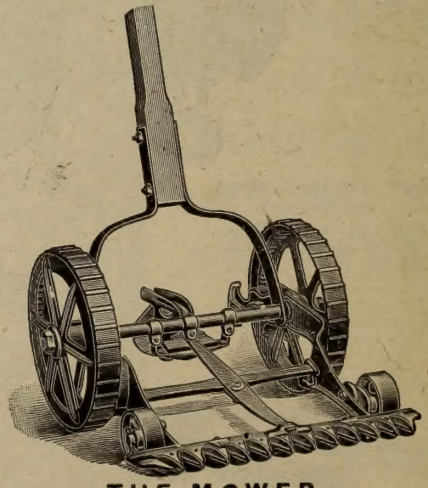
Drilling Machines
Forges
Wheelbarrows for all purposes
Washing Machines
Butter Workers and Shipping Boxes
Backsmith Machine Tools
Wagon Skeins

THE
London Foundry Co., Limited
LONDON, ONT.

Clipper Lawn Mower Co.

DIXON, ILL.

Manufacturers of Hand and Pony Mowers, Also Marine Gasoline Engines, 2 to 8 H.P.



THE MOWER

That will **Kill all the Weeds in your lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear.

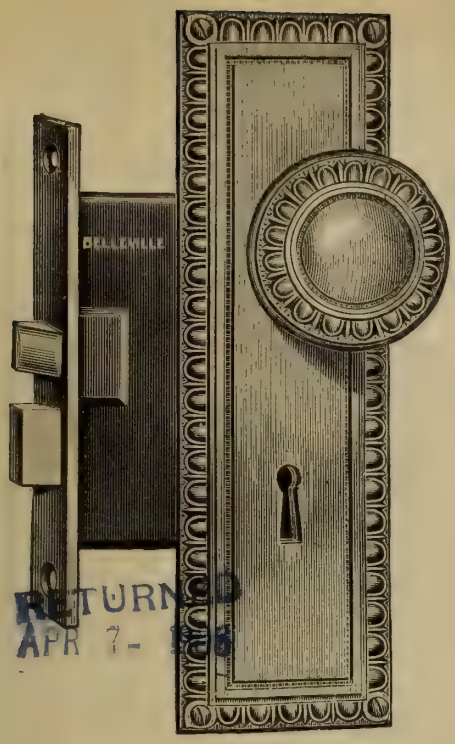
THE CLIPPER WILL DO IT.

No. 1—12 in. Mower - - - - -	$4 50
" 2—15 " " - - - - -	5 00
" 3—18 " " - - - - -	5 50
" 4—21 " " - - - - -	6 00
Pony, 24 " " - - - - -	13 50

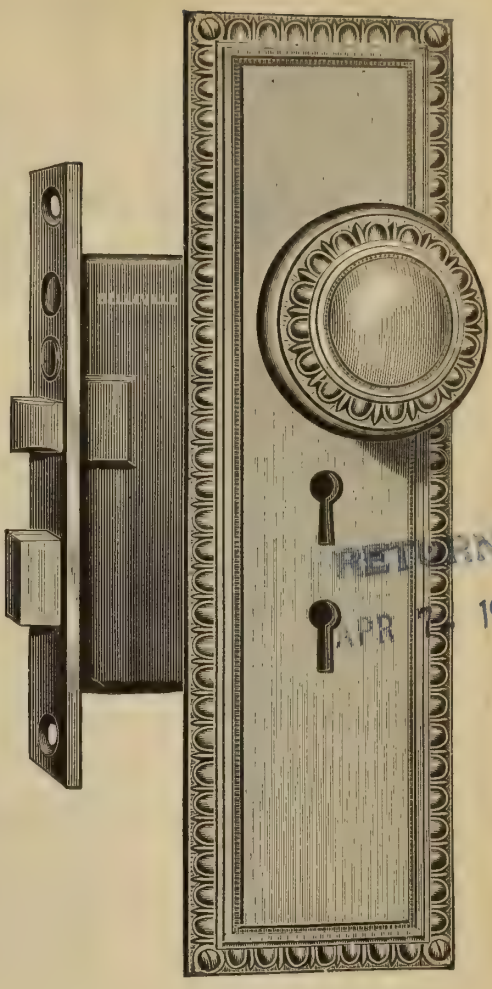
Please send Draft or Money Order and we will ship the day the order arrives.

GREEK DESIGN LOCK SETS

OLD COPPER FINISH



Inside Sets



Front Door Sets



Sliding Door Locks



Store Door Sets

FOR

HONEST VALUE
WELL-FINISHED
BUILDERS'
HARDWARE
IN THE LATEST
DESIGNS

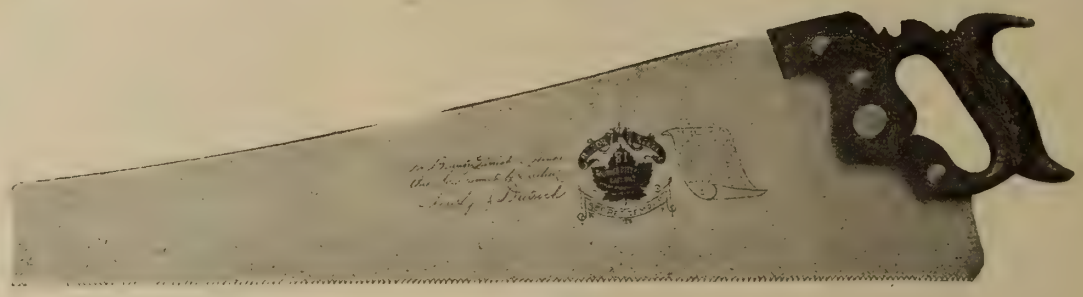
WRITE TO

Caverhill Learmont & Co

MONTREAL and WINNIPEG

Canada Leads the World in the Manufacture of

HIGH-CLASS SAWS



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

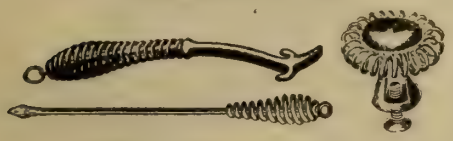
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American Shearer Mfg. Co., Nashua, N.H., USA

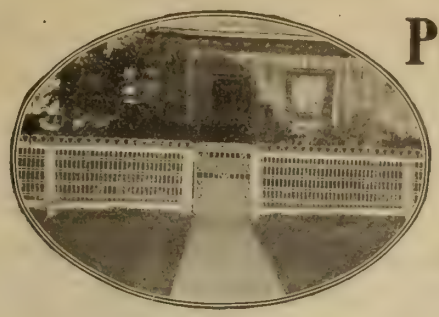
Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Bowmanville Foundry Co., Limited

Bowmanville, Ont.



Makers of Good Goods Only.



Page Lawn Fence

For Lawns, Gardens, Cemeteries, Parks, Etc.

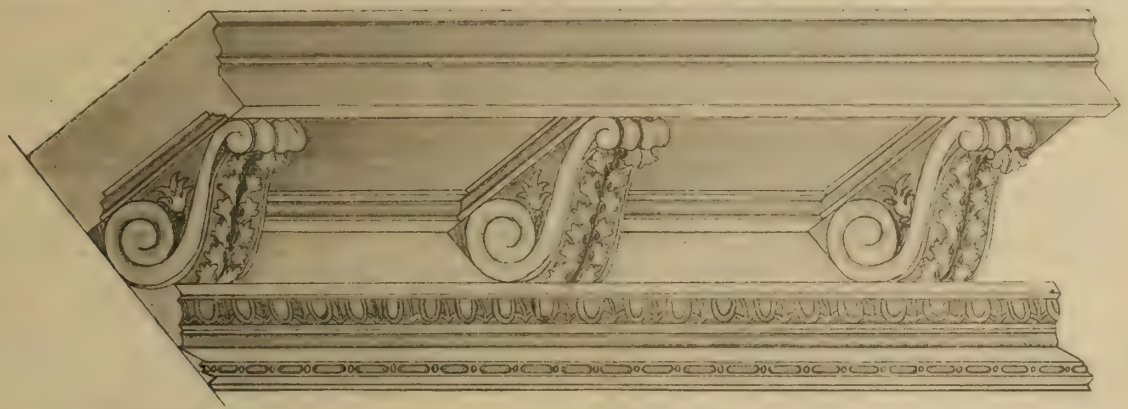
Galvanized and coated with white enamel paint.

Any height up to 8 feet and any length from 10 feet up. No waste

THE PAGE WIRE FENCE CO., Limited

WALKERVILLE, MONTREAL. TORONTO, WINNIPEG, ST. JOHN

412

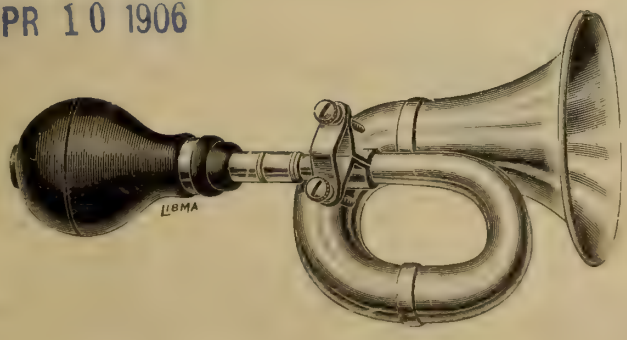


We want your enquiries for **METALLIC CORNICES, SKYLIGHTS, FINIALS,** and all special work to detail. Our cornice department is capable of taking care of any work, no matter how difficult, and our facilities are such that we can turn out work at lowest possible cost. Our new Cornice Catalogue will soon be ready. Write us about your requirements.

METAL SHINGLE & SIDING CO., Limited — ***PRESTON, ONTARIO***

WE HAVE THEM

RETURNED
APR 10 1906



From the wee squarker to the largest siren and calliope in horns.



RETURNED
APR 10 1906
T. Canadian
Cat. Book 4
Page 6

From the small tail lamp to the large headlight or searchlight.

IN FACT

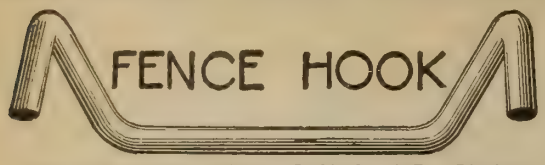
"Everything for the Automobile and Launch."

CANADA CYCLE & MOTOR CO., Limited

BRANCHES:
Winnipeg, Man. ***Vancouver, B.C.***

TORONTO JUNCTION

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, ——LONDON, ONT

TRADE MARK

This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of HUBS, SPOKES and BENT GOODS

We manufacture a comptete line of parts for WAGONS, CARTS, SLEIGHS, BUGGIES and CUTTERS. We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making HEAVY STOCK for Wagons, Carts and Sleighs, also STRAIGHT HEEL SHAFTS and S. B. POLES in all sizes.

We use strictly first-class material, and good workmanship.

Send for prices for your requirements.

QUEBEC AGENT:—**J. A. BERNARD, 21 St. Peter St., Quebec, P.Q.**

Dealers should now order "CLABROUGH" SHOT GUNS for next Season's Trade

THEY SHOOT WELL!
THEY SELL WELL!
THE PROFITS ARE RIGHT!



Sole Manufacturers—

J. P. CLABROUGH & JOHNSTONE

WORKS—

Price Street, BIRMINGHAM, ENG.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World.**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker o mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claim as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence Invited.

——OFFICES IN CANADA——

HALIFAX, N.S. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
OTTAWA, ONT. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
VANCOUVER, B.C. WINNIPEG, MAN.

THOS. C. IRVING, Gen. Man. Western Canada. Toronto.



Pat. July 26, 1898.

The "Jaxon" Lamp Bracket

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflector.

Reflector is movable, permitting light to be thrown in various directions. The safe lamp; fount is held secure by the spring of the wire. Finished in bright lustre.

Jaxon Brackets and bright tin reflectors, without founts, burners or chimneys.

Jaxon Brackets and reflectors, with founts.

Founts shipped 8 doz. in package. No charge for packages.

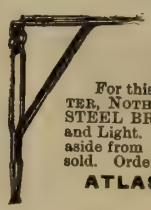
E. T. WRIGHT & CO.,
Hamilton, Ont.

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

THE NEW

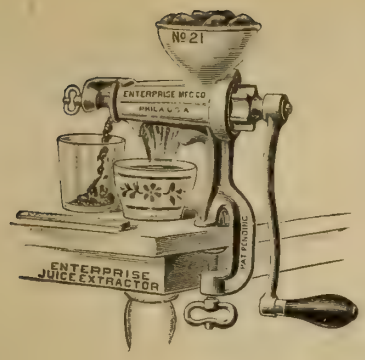
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



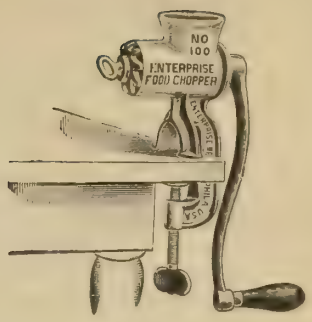
New prices that will warrant your inquiries.

The BORDEN COMPANY

WARREN, OHIO. U.S.A.







A WORD IN TIME

Plan and prepare NOW to get *your share* of the big sales that are going to be made in the next few months of

"ENTERPRISE"

MEAT JUICE EXTRACTORS, BONE MILLS, FOOD CHOPPERS, AND THE WHOLE LINE

If you are short of advertising literature, electrotypes or catalogues, get in communication with our Advertising Department *today*.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.



FIRST FLOOR OUTFIT, one of fifty styles.

Underground, overground, first floor, any floor, and cellar tanks, for all kinds of oils, varnishes, and paints, in large or small quantities.

THAT'S THE BOWSER

250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

ECONOMY, CLEANLINESS, SAFETY, CONVENIENCE, LABOR and TIME SAVED

AND, THEREFORE,

MONEY IN THE DEALER'S POCKET

Catalogue "V" tells how this is accomplished. Send for it to-day.

S. F. Bowser & Co., (Inc.)

FACTORY AND OFFICE:
530 Front St. West - - TORONTO, ONT.

JAMES HUTTON & Co.

Manufacturers' Agents

MONTREAL

REPRESENTING

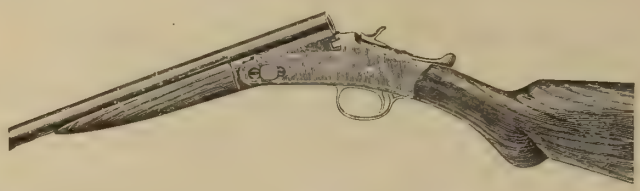
JOSEPH RODGERS & SONS LTD., Cutlers to His Majesty
STEEL, PEECH & TOZER Ltd., Steel Axles, Tyres, Spring Steel, &c., &c.
W. & S. BUTCHER, Razors, Files, &c.
THOS. GOLDSWORTHY & SONS, Emery, Emery Cloth, &c.
BURROUGHES & WATTS, LTD., Billiard Tables, &c.

H. & R. SINGLE GUN MODEL 1905 NON-EJECTING

28 GAUGE
44 CALIBER

SMALL FRAME
LIGHT WEIGHT

A new gun throughout, on sporting lines; not a small bore gun on a large frame, nor a rifle bored smooth for shot.

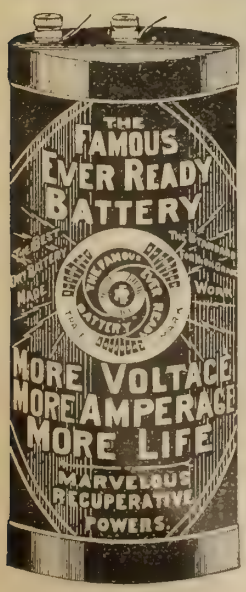


Small frame and stock enable us to produce a very attractive and symmetrical light weight, small bore gun.

Sold by the leading jobbers. *Catalog on request.*

Harrington & Richardson Arms Co.,
Worcester, Mass., U.S.A.

ALSO MAKERS OF H. & R. REVOLVERS.



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

PRICES REDUCED



Patented 1903-1904.

"TWEED" STEEL TROUGHS. We have improved our Steel Hog Troughs. Make better, finish better, and have cut our prices away down. Get our free catalogue and new prices, you will want them.

The Steel Trough & Machine Co., Limited, - - - Tweed, Ontario.

Architectural Finishing Material

Oil Stains, (in various shades)
Wood Fillers
Shellacs
Brantine Oil Finish

Neatly put up in pkgs. of from half-pint to five-gallon tins.

Order At Once

And if you need anything in the line of varnishes, communicate with

Scarfe & Co.

Makers of the renowned BRANT-LAC, a Varnish Wood Stain.

BRANTFORD, Canada

THOMAS BLACK, 76-82 Lombsrd St, WINNIPEG, Man.

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

The Hobbs Hardware Co., Limited

London

Money-making Lines

CUTLERY, PEARL GOODS AND JEWELLERS' SPECIALTIES

We carry the largest assortment of these goods in the Dominion.

The Big 4 in Pocket Cutlery

- ***Rodgers***
- ***Greenough***
- ***I X L***
- ***Boker***

See our Special Travellers' Samples before ordering.

The Hobbs Hardware Co., Limited

Toronto, Ont. **London, Ont.**

RETURNED
APR 11 1906
T. Montreal
Outlook 4 F
page 71
W.L.C.



OAK CABINET

Free of charge, given away with an order for
Five half-dozens Scissors as illustrated above.
Can be had through
All leading Wholesale Hardware Firms.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 188 Chambers St
NEWARK, N.J., U.S.A.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company

WIEBUSOH & HILGER, Limited, NEW YORK, Sole Agents

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

$2 FOR THIS SMALL SUM THE $2

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with $2 for a year's subscription to

Canadian Contract Record

Toronto, Montreal, Winnipeg, and Vancouver

$2 $2

WORK AND PRICES RIGHT GALVANIZING

ONT. WIND ENGINE & PUMP CO. LIMITED.

TORONTO, ONT.

GALVANIZING AND TINNING

THE CANADA METAL CO.
TORONTO, ONTARIO.

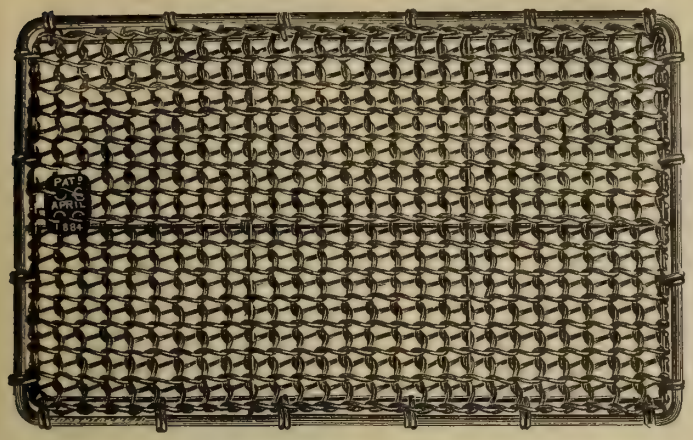
MAPLE LEAF

STITCHED COTTON DUCK

BELTING

DOMINION BELTING CO. LTD.
HAMILTON CANADA

WIRE DOOR MATS



The cleanest, most durable and perfect sanitary Mat made.

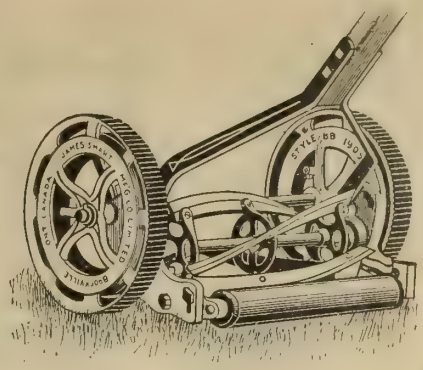
Has been on the market for 20 years.
All sizes and shapes made to order.

For stock sizes, see catalogue.

The B. GREENING WIRE CO.

Limited

Hamilton, Ont. **Montreal, Que.**



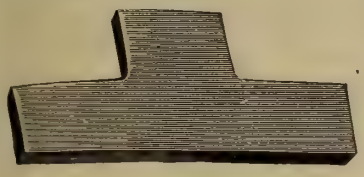
Lawn Mowers are again in season and the BROCKVILLE line claim your attention for their beauty, usefulness and special value. Every variety is included in the list: High Wheels, Medium Wheels, Low Wheels, Ball Bearings, Plain Bearings, Three Blades, Four Blades, Five Blades. All particulars in Catalogue. Inquiries and orders solicited from ALL DEALERS.

The JAMES SMART MFG. CO., Ltd.

BROCKVILLE, ONT. and WINNIPEG, MAN.

BULL DOG

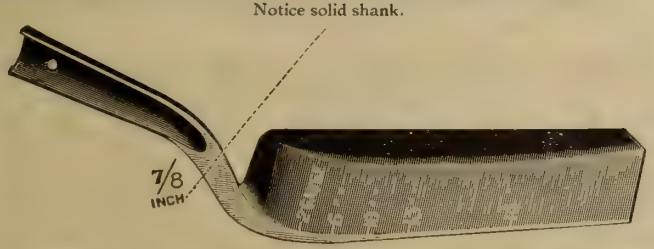
SHOVELS and SPADES



One-piece Shovel Blank



One-piece Shovel Blank with Socket Drawn



Sectional view of finished one-piece "Bull Dog" shovel, showing gauge of steel or thickness at different points.

Forged from **ONE** piece of high carbon bar steel, without rivet or weld, and tempered in oil.



Canadian Shovel & Tool Co., Limited

Manufacturers

Write for Catalogue

Hamilton, Canada



Our grades
"PETERBORO"
"LUNDY"
"IRWIN"
"HILL"
Shovels, Spades and Scoops are
THE BEST

Try a sample order and be convinced.

We are sole makers in Canada of Socket Strap Shovels and Spades, and fully warrant all our goods. Catalogue on application.

THE PETERBOROUGH SHOVEL and TOOL COMPANY, Limited
PETERBOROUGH, ONT.

"VICTORIA"
Household Refrigerator
Is Our Standard.

Perfect Ventilation,
Carefully Insulated,
Superior Finish,

Trimmed with solid Brass Hinges and Locks.

Silver Medal : Quebec Exhibition.

Diplomas : Ottawa, Montreal and Toronto.



Write for Catalogue.

C. P. FABIEN
MANUFACTURER
MONTREAL
Branches at OTTAWA, WINNIPEG and WINDSOR, N.S.

Was your light bill high last month ?
Cut it down by using
ACETYLENE
Ask us how.

THE CONTINENTAL HEAT & LIGHT CO.
MONTREAL

100 CANDLE POWER
½¢ PER HOUR



AUER GASOLENE LAMP
Gives more light than
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.
Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.
Catalog and discounts on request.
AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

THE BEST SEASONABLE WINDOW DISPLAY DURING APRIL

A prize of $5 is offered for the above by the publishers of HARDWARE AND METAL, all photographs sent in to bear a postmark not later than May 1 in order to be accepted in the competition. In making the awards the clearness of the photo, the originality of the design and the seasonableness of the goods displayed will be considered. The photos must be of a window display rather than of a store front, and a brief description of how the display was prepared should accompany each photo. Address, the Editor of

HARDWARE and METAL, 10 Front Street East, - - TORONTO

HOLZMAN BROTHERS

BANKERS

401 Broadway, NEW YORK

Offer exceptional financial facilities to Manufacturers, Importers and Exporters to increase the volume of their business on the security of their accounts receivable.

Arrange to establish and maintain the credit of Selling Agents.

Act as custodians and guarantors for foreign and domestic shippers.

Accounts receivable guaranteed and financed.

INCREASE YOUR TRADE.

SOLARINE

Liquid Metal Polish

has helped others and will help you. Contains no grease or substance that can't be easily wiped off.

Ontario headquarters.
Write for special April proposition.

H. F. Falkiner, Toronto

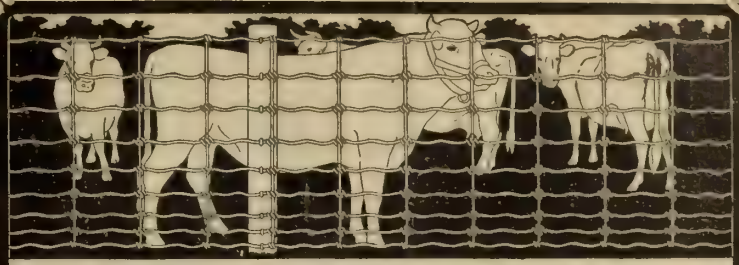
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.
Emlyn Engineering Works NEWPORT, MON., ENGLAND

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



Why You Should Sell THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

McGREGOR-BANWELL FENCE CO., Limited, Dept O, WALKERVILLE, ONTARIO.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.



Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

The Banwell Hoxie Wire Fence Company, Ltd.
Dept. J, Hamilton, Ont.



There is Lots of Second-Rate

WIRE FENCING

Lots of it. Once it is tried the fact is self-evident. But you do not want to get second-rate stuff on your hands, do you? Therefore, it is a good plan to secure samples of fencing and make tests of your own before you buy in large quantities.

DILLON HINGE-STAY FENCE

will live up to everything we claim for it. And in the matter of price you will find there are differences—in favor of the "Dillon." It will make more money for you by giving you the biggest margin, and your patrons the most satisfaction.

Did you get a copy of our booklet? If not, ask us for one.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal.
Messrs. Christie Bros. Co., Limited, Winnipeg.

MADE IN CANADA

Pink's Lumbering Tools

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, etc.

WE MANUFACTURE ALL KINDS OF LUMBER TOOLS

Pink's Round Bill Peavys, Handled in Split Maple.
Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.
Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.
Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I CAN FURNISH YOU WITH THE

Brazil Patent Snow Plough and Road Maker; also The DesJardin Patent Log Sleighs.

SEND FOR CATALOGUE AND PRICE LIST

THOMAS PINK & CO., Pembroke, Ont., Canada

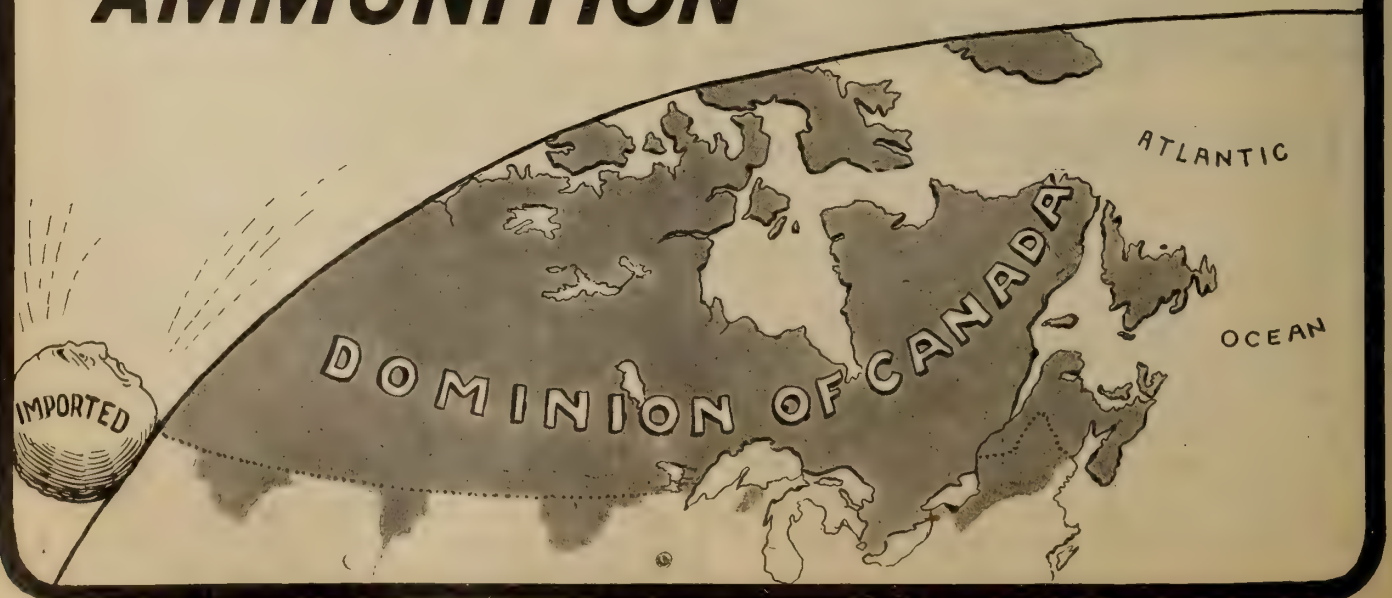
Long Distance Phone No. 87

Foreign goods have had their day in Canada

KEEP UP WITH THE TIMES AND ORDER

"DOMINION" AMMUNITION





RETURNED
SEP 4 - 1906



A SAFE PROPOSITION

That is what we offer dealers who handle **THE MARTIN-SENOUR PAINT**—Take advantage of the chance to distance your competitors and secure a good paying line.

The purity and wearing qualities of the Martin-Senour Paint make it a house paint that defies competition—You can recommend it and feel sure that the customer will return for more the next time he needs paint. It's sure to please—That is why it builds up trade. It is a paint that is

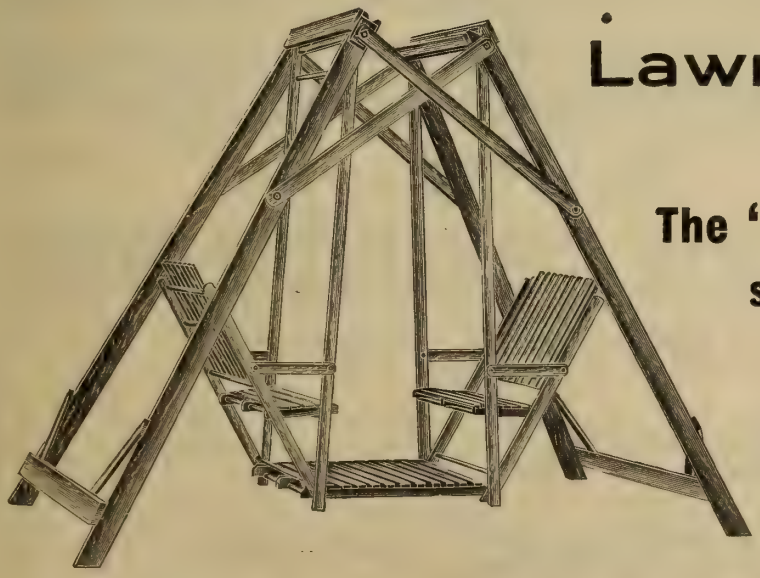
100% PURE

We sell it subject to chemical analysis and it will pay you to handle it. It's made of the unadulterated White Lead, Zinc, and Linseed Oil, and is good for inside or outside work. Write for terms and prices.

THE MARTIN-SENOUR COMPANY, LIMITED

142-144 Inspector Street, Montreal.
2514-2522 Quarry Street, Chicago (Est. 1878).

The Winnipeg Paint and Glass Co., Limited, Winnipeg. The Maritime Paint and Varnish Co., Limited, Halifax, N.S.



Lawn Furniture

of Superior Quality

The "BONNECHERE" Lawn Swing

Superior Finish, Durable and Safe
Cannot possibly close while occupied.

It can be taken down or set up without the use of tools and without the least inconvenience. It is absolutely the safest swing made.

We also manufacture

ORDER EARLY FOR PROMPT SHIPMENT

The Celebrated "Comfort" Hammock Frame, Lawn Settees, Folding Chairs and Lawn Furniture of All Kinds.

THE CUMMING MANUFACRTUING CO.

LIMITED

Renfrew, Ontario, Canada

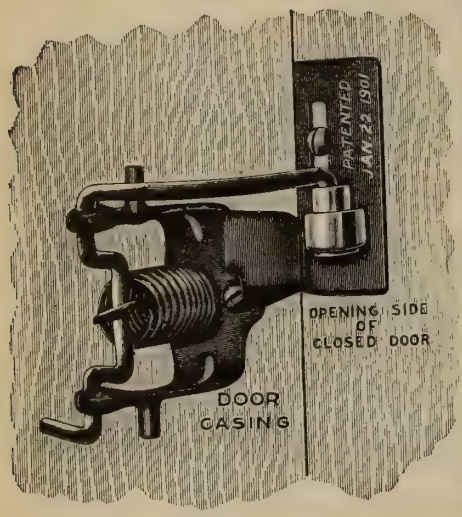
IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL



THE MALLORY DOOR CATCH

INDISPENSABLE FOR SCREEN DOORS

This patent device prevents screen doors from standing open. It doesn't matter whether they are sprung or warped—the "MALLORY CATCH" closes them up tight, and there is no possibility of the flies getting in. It keeps the door closed without locking. This new catch can be used on any door and is of great importance for completing the latching and prevents the rebounding of Public Doors.

"THE MALLORY DOOR CATCH SELLS ON SIGHT."

Mounted models for counter use furnished through the jobbing trade.

Manufactured and distributed by

THE NEWBRO MANUFACTURING CO.

15 Chatam St. W., WINDSOR, ONT. and *35-37 Milwaukee Ave. W., DETROIT, MICH.*

DOMINION WIRE MANUFACTURING CO.

MONTREAL AND TORONTO LIMITED

BARB WIRE AND PLAIN GALVANIZED WIRE

BRIGHT AND GALVANIZED FENCE STAPLES

WIRE NAILS

FLAT HEAD
ROUND and OVALHEAD

SCREWS

BRIGHT—BRASS
BRIGHT and BRASS

TINNED WIRE for Mattress, Broom, Bottling and Binding

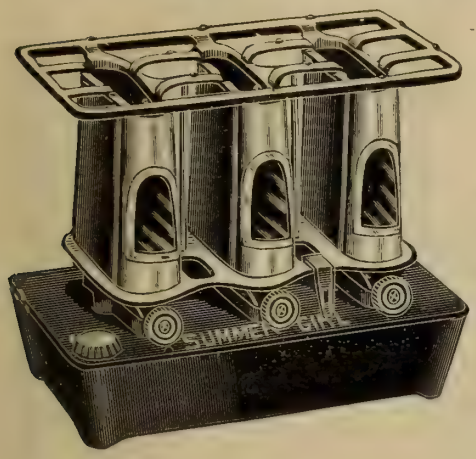
STEEL WIRE BARREL HOOPS

COPPER AND BRASS WIRE

ALL MADE IN CANADA

Hot Weather Necessities

OIL STOVES



THE "SUMMER GIRL"

Width of Flame 4 inches—1, 2 and 3 Burners.

"GERMAN"

Glass Bottom Stove—1, 2 and 3 Burners.

ICE CREAM FREEZERS

THE "LIGHTNING" AND "AMERICAN TWIN"

In all sizes from 1 to 20 quarts.



"EAGLE" Tin Bottom—2 and 3 Burners.

STANDARD BLUE FLAME WICKLESS OIL AND GASOLINE STOVES—all sizes.

We have on hand a good stock of the above lines at right prices.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

Telegraphs—"Rounds Montreal."
Code—A.B.C., 4th Ed.
Tel.—Main 1678.

Contractors to H. M. Admiralty and War Office.

REGISTERED TRADE MARKS

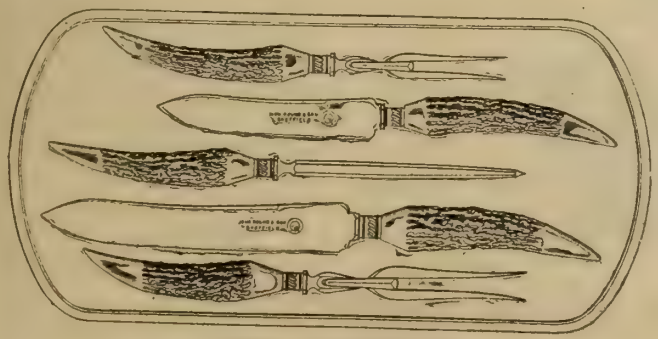
JR & S ALL THE ROUND JR & S

ESTABLISHED 1847

ROUND'S CELEBRATED STEEL CUTLERY

Our manufactures have a world-wide reputation of over 50 years standing.
The name "ROUND" is an unquestioned guarantee of QUALITY.

Write us for quotations. You will find our prices right.



28414. CARVING SET

CATALOGUE SENT ON REQUEST



28910. 12 PAIRS DESSERT KNIVES AND FORKS
Pearl Handles. Quartered Oak Case.

JOHN ROUND & SON, LIMITED

CUTLERS AND SILVERSMITHS

CORISTINE BUILDING ***MONTREAL*** ***FACTORIES: SHEFFIELD, ENG.***

ALL OVER THE WORLD

The 1902 Chicago Clipper,

LIST IN CANADA $15.00

—AND—

THE

Stewart Sheep Shearing Machine

LIST IN CANADA $17.00





Are recognized as the best sellers in the horse clipping and sheep shearing line ever made. More of them are sold twenty times over than of all other makes combined. They are for sale by leading jobbers in Canada.

March, April and May are the months.

SEND FOR CATALOGUE.

CHICAGO FLEXIBLE SHAFT CO.,

250 Ontario St., CHICAGO

DIAMOND ENAMELED WARE

EVERY PIECE GUARANTEED

The product of *Canadian enterprise* and *Canadian workmen*



Our travellers are now showing samples

KEMP MANUFACTURING CO., TORONTO, ONT.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

HOW TO SUCCEED IN BUSINESS

By F. C. Lariviere, Montreal.

I am free to admit, at the outset, that there exists a great diversity of opinion as to the means best suited to attain business success. However, I may be permitted to bring to your knowledge the results of my investigations of the subject, as well as the lessons which my twenty-five years of experience have taught me.

In the first place, I shall inquire of the young men: Do you appreciate to its true value, time, which vanishes so quickly? You are apt to consider life as a succession of happy dreams, but life is pregnant with opportunities for your progress and success in the various fields of labor and business opened before you. It is in the early years of life that character is molded, and that the foundation for future achievements is laid. While we should have implicit faith in the Divine Providence, it will be well for us to remember that we are expected, for the greater part, to work out our own career.

On the threshold of life have you ever realized what is in your power, and what it is your duty, to do, with a view to paving the way for future success? To my mind, your object should be to become some day merchants owning up-to-date stores, widely patronized, and more particularly to lay by substantial savings which may enable you to enjoy life in your old age, and not be dependent on others, as we now find so many to be in the various branches of business. Such should be your aim, if you wish to attain your object, that is, as I presume, to rise above the general level of mediocrity.

The young man who makes choice of a profession should henceforth concentrate his energy, his thoughts and his activity towards making the best of the opportunities it may offer. The life of the improvident man is oftentimes a burden to himself and a sorry sight for his acquaintances. Such a life gives the impression of a craft tossed to and fro on the high seas and liable at any time to sink and become stranded.

Rest assured that too much attention cannot be given to this question, nor too much time taken up to ensure its proper settlement. Set before your eyes a lofty ideal, as the battle will be a hard one to fight and victory will not always be an easy prey. But once you have firmly made up your mind to succeed, hope will not forsake you, whatever else may happen, and it will brighten up your darkest thoughts.

Let me now appeal to the experience of those who are more advanced in life, and ask whether they are not in a position to substantiate what I have just stated, for a great number of them have been witnesses of the failures of men who apparently were qualified to succeed, had it not been for their lack of steadiness.

To succeed in business it will be necessary that your mind be constantly engrossed with it, and that your cravings be followed by years of unrelenting labor. Great ideas may suddenly crop up in your brain and open up wide vistas, but experience teaches that no durable success is attained where tenacity and self-control are lacking.

Then, again, as we are following the same highway, let us profit by one another's experience. Let us rise above that miserable spirit of jealousy and suspicion towards our brethren. Instead of criticizing, running down and slandering even our competitors, let us say to ourselves that we are in a position to imitate them, that competition is open to all. True, there will be only one at the head of the list, but it remains, nevertheless, for us to labor steadily and to do our very best to get there, so that if we fail in our efforts it will be no fault of ours.

A casual observation of what is going on, especially in large cities, will suffice to convince us that the main cause of most failures is to be found in the peculiarities of those who fail rather than in the conditions against which they had to contend. Study the methods of those who succeed, and you will find that they are taking to their work with no faint heart, that they are not carried away by the pleasures of society, outdoor sports, and the theatre or similar amusements.



F. C. Lariviere,
President of Amiot, Le ours & Lariviere, Incorporated, Montreal.

I do not mean that one should refrain from all such pastimes, but that they should occupy only a secondary place in our minds and occupations, for no one can hope to get along in the world without concentrating all his energies towards the attainment of the object he has in view. In this respect the same rules apply as regards business and as regards the trades.

To my mind, the shiftless merchant resembles those mechanisms which cannot be operated except by some outside motor, and never, to my knowledge, have such men prospered. They plod along for a lifetime, satisfied with what they have and with what they do, until by degrees they become utterly helpless and hopelessly involved.

Before starting out into any business one should make himself acquainted with all its details, with the various uses of all the goods offered for sale as well as with their value. Do not be afraid to accumulate too much information, but work on earnestly and steadily, picking up all available data as you go along and finding out where the various wares can be procured to the best advantage.

Punctuality and Perseverance.

In my opinion, to feel that one has done his whole duty should be sufficient inducement to act as aforesaid. The sense of duty brings along with it steady habits and punctuality. Never fail to keep an engagement, for punctuality is the mainstay of business success.

Now, what shall I say of perseverance? Many persons of ordinary ability, and without any other assistance than their knowledge of business conditions in their particular trade, owe to their perseverance, their punctuality and their economy, achievements far exceeding their hopes. It follows that we should never feel discouraged, but resolutely face all difficulties and use them as stepping stones towards the desired goal, for what seems unattainable to-day may be easy of accomplishment to-morrow.

Cultivate uprightness and honesty, which are indispensable to success. Always keep your word; never make a statement without being positive that it is true, and should you find out afterwards that you were mistaken do not hesitate to acknowledge your error. By doing so, you will retain the confidence not only of your customers but that of your purveyors as well.

All I have said may be summed up in one word, "Character." Economy is another indispensable quality, for, as you are all aware, extravagance is one of the most frequent causes of failure. I refer to that kind of extravagance developed by meetings and junketings with friends, which keep one away from his work and desk. This truth is so generally admitted that it seems useless to insist upon it. I challenge contradiction when I say that business is no pastime, but a means of acquiring a fortune, or at least a competency, and that a merchant's aim should be to reap great profits from his trade, not only for the benefit of himself and family, but for the benefit of his employes as well.

It is good policy for the leader in business to deal generously with his employes. A clerk who is well satisfied with his earnings will work with greater energy and strive to further improve his condition by ensuring better returns for the firm. On the contrary, an inferior, underpaid hand will discourage your customers and cause them to vanish, or else will give your goods away without charging for them, or in some other way bring about serious losses, and the retention of such inferior clerks is sufficient cause at times to bring about failure.

The gross returns or profits ensured by a sale should be only secondary consideration. The good name of a firm is oftener of much greater import to it than the capital it may dispose of.

Bookkeeping Key to Success

A branch of work to which, as a rule, merchants do not give enough attention is bookkeeping. If you only realized the variety of information and data which may be obtained from a proper system of accounting, even as regards a small retailer, you would not think of practising that false economy of which so many are guilty. What could be more useful than to realize the amount of one's sales or purchases, of one's stock, assets and liabilities. At any rate, you will acknowledge that if you only had once a month all these data you would be better posted as to the real condition of affairs, and in a better position to rush matters to a satisfactory culmination, for bookkeeping is the key to success.

You may object that your profits are not large enough to warrant such an expenditure; that your business is not such as to necessitate the services of a bookkeeper, and that you are not yourself in a position to do the work for want of training. To the former objection I say: You will be satisfied of the necessity of a perfect accounting once you have tried it. You will then find out that the wholesale merchant, although unwittingly, charges to your account a bill which he should have charged to your neighbor, or debits you for goods which you have never received, or else makes you pay for the goods so much per dozen instead of so much per gross. At times it will be found that serious errors have been made in the adding up of the columns of figures. And I assure you that all this may happen without there being any intention to defraud on the part of the wholesale merchant. But it is for you to go over your accounts and to pay only what you owe. It would be a matter of surprise to me, indeed, if from this source alone you did not save enough to pay the salary of your accountant.

As regards the goods which you sell, are you quite sure that they are all charged to those who have bought them, whether the billing of these was rightly done, whether the amounts have been correctly charged to your customer's account, and, lastly, whether these amounts are all regularly collected? Believe me, the amounts you lose through laxity in the collection of small bills would suffice to pay the salary of not only one clerk, but I shall venture to say of two, and to convince yourself of this truth, figure out the amounts which were due to you by people who were solvent at the time the goods were delivered and who have since failed or skipped away, and you will realize how improvident you are in not keeping books regularly. Besides, the importance of the matter is evidenced by the fact that the Government has deemed it advisable to force merchants, under penalty of imprisonment, to keep a set of books, and more particularly a cash book, in order that moneys received and paid out may be readily ascertained.

Evils of Credit System.

Let me now refer to discrimination in granting credit. I shall first call your attention to the practice of some people who make it a point to buy at the start rather large quantities of goods, for which they pay cash, but who will shortly be asking you to open an account in their name. They have large contracts in hand, the persons for whom they are building are somewhat remiss in their payments, while they are not wealthy, they are perfectly honest. Now, if you sell to some of these people for a single dollar on credit, you may be sure you will never see them again. Their whereabouts will be unknown to you. Another class of people to be feared, although they lack the wily ways of the former, are those good men who deal with you with the firm resolve of paying for everything they buy, but who work indiscriminately for any one, and never know when and how they will get their pay. You are no doubt acquainted with that class of honest employers who hire workingmen and get out of them all the work they can, but never think of paying them, and as a result of whose action the merchant is unable to collect his due.

How can that be avoided? some may inquire. To my mind it is an easy matter. Win the confidence of your customer, let him see that you take an interest in his welfare, and lay down as a condition for the opening of a credit in his name that he will undertake to work solely for people whose financial standing is good. Have him consult you in these matters, and should you be in the dark as to the solvency of the persons concerned, it will pay you to take pains and to spend money in finding out the true state of affairs. One is quite warranted in going to some expense in order to avoid loss through bad debts. If we were all of us willing to take such a course we would in a very short time have got rid of all these schemers who prey on the workingman, and very often live at the expense of the merchant.

Tricks to Defraud Merchants.

I shall now call your attention to a trick much resorted to in order to defraud merchants—the telephone trick. Here is the way they work it. Mr. Venne, let us say, is called to the telephone: "Mr. Venne, it is Chatillon who is speaking. I have some work to do to-night, I have just broken a pair of pincers, and I am sending a man to get a new pair from you." You deliver the goods and send the bill to Mr. Chatillon, a few weeks later, and are surprised to learn from Mr. Chatillon that he never ordered nor received the goods, and so you lose the price of the tools.

Another means of safeguarding your interests is the substitution system. You get an order by 'phone in the name of some person well known in your part of the city: "I have a painter coming here to-morrow morning to start a job. Please send me 50 lbs. of white lead, 5 gallons of oil, 1 gallon of turpentine, and a brush. Send it to such an address, where I am having some houses repaired." Being unsuspicious, you do not take the trouble of telephoning to Mr. So and So in order to ascertain that he actually wants the goods; you forward them to the address given. After the goods have been delivered you learn that they were never ordered by the person whose name was given, and that he does not own any property at the address mentioned. On further investigation you may find that the lot is occupied by a gang of workmen who are entirely unaware of any such order having been given, or is the site of some unoccupied building, and once more you will have to give up all hope of recovering the price of the goods supplied.

Then, again, the amount of credit in each particular case should be limited, not only in accordance with the customer's means, but also in accordance with his moral character. I have greater confidence in the poor workingman who is willing to pay his debts than in the wealthy contractor who pays only when forced to do so. In the same way, I would advocate leniency in the case of the unhappy victim of misfortunes.

A Good Seller.

A good seller cannot afford to be content with a condition of semi-activity. He should take means whereby practically there will be no dead season for his business. There are stores wherein activity reigns from one end of the year to the other. True, at certain seasons, there may be less bustle than at others. But still activity does not cease and interest does not flag even during those periods of relaxation, while next door no customers are to be seen. It would seem that in stores of this latter class sellers are rather disgusted with their calling and refrain systematically from carrying on their work.

If we will consider things in their true light we will soon find out that it is the selling faculty that has led most people to fortune. When that talent is coupled with honesty, it develops respect and consideration for those who are favored with it, and who are, indeed, the best friends of humanity, inasmuch as they are surely much more effective in ensuring the prosperity of the country than the host of schemers, grafters and the like who get rich through the ruin and misery of hundreds and thousands of poor families.

A successful business man must, as a rule, be a good seller. There are exceptions to this rule, but they are few. The good seller is always obliging; it is the means of retaining one's customers, who prefer waiting in order that they may be served by the clerk who, in his dealings, has always given them satisfaction. Therefore, I am right in saying that such a disposition is actually a source of revenue which should not be made light of.

It is generally recognized that the head of a firm, especially in a large

establishment, cannot attend to everything. He must be content with looking after things in a general way, and following the advice of the heads of departments as regards the management of their special branch.

The Treatment of Clerks.

The wise employer is respectful and dignified in his dealings with his staff. He is careful not to rebuke a clerk in the presence of customers or of his fellow clerks. Such a procedure will give excellent results. The young man dealt with in a considerate manner cannot feel otherwise than gratified, and at any rate it is inexpensive. As a result the clerk in question will have a kindlier feeling towards his employer, will take more interest in his work and do better in every way. The employer should not fear, and even should make it a point to train his clerk into the proper way of attending on a customer; he should acquaint him with the uses of the various goods, call his attention to the superior character of the goods, and in that way prepare the clerk to effect sales judiciously. To my mind it is bad policy to refrain from doing so for fear that the clerk, after getting such a training, will request an increase of salary.

Neither should the employer abstain from congratulating his clerk or giving him recognition for his good work lest he might thereafter count himself indispensable. No such man has ever existed, or shall ever exist, either in state or church or business matters. The competent successor may not be in sight just now, but circumstances will cause him to turn up. The man who thinks he cannot be replaced finds out his mistake when the new man comes in. No self-respecting employer will put up with such a clerk whatever position he may occupy. It is a matter of experience that the employe who thinks his services cannot be dispensed with becomes negligent, ceases to be painstaking, gets to be more exacting and dictatorial in a way that is apt to upset the proper working of the business.

Developing Talents of Employes.

A broadminded employer is careful that opportunity be given to his employes to carry out some of their ideas as to the running of the business, and to leave scope for their private initiative, while reserving his right to approve of their plans. In that way the employes will take a personal interest in the welfare of the firm and develop new and fruitful ideas. In this connection let me quote a sentence from Andrew Carnegie, the multi-millionaire: "I would," he said, "have engraved on my tomb the following words, which explain my success: 'Here lies a man who knew enough to employ men much abler than himself.'"

It takes a keen observer to find out the aptitudes and talents of his various employes, and to assign to each one of them the duties which he is likely to discharge to the best advantage. It is important to learn how to find out the true worth of men, and I must say that it is not a common talent. Men of keen intellect, as well as those of a dull disposition, should not undertake to grasp more than they can hold. The greater the business carried on the more attention will the finances require.

There should be a good division of labor, so that every department be left in the hands of competent men who see, think and act for the greater good of the firm.

Several questions still remain to be dealt with, comprised under the heading of general expenditure, such as salaries, rent, interest on capital, heating and lighting; and others, such as possible profits, good buying, and, lastly, that of capital, which is possibly the most important and the most difficult to deal with on account of the variety of conditions to be considered. But I shall postpone to some future occasion the consideration of these topics.

If I have succeeded in being interesting I hope this will be the means of knowing one another better, and through co-operation reaping greater profits from our work.



WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

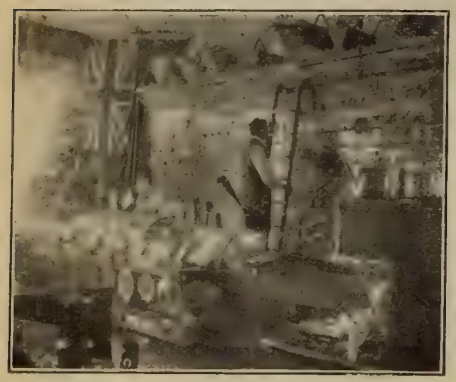
MARVELLOUS POWER OF JACKS.

Taking into consideration the size and weight of the Covert automobile jacks, their great power is truly marvellous. When these jacks were first manufactured they were given a crude test as to their power and stability, but in order to ascertain their actual strength the Covert Mfg. Co. recently decided to have them given a crucial test. The test was made by Prof. T. R. Lawson at the Rensselaer Polytechnic Institute, Troy, N.Y., and the result was far beyond all anticipations. The No. 1 jack, weighing only 6 lbs., and the No. 2 jack, weighing only 8 lbs., withstood each a pressure of over 20,000 lbs., and the No. 3 jack, weighing but 12 lbs., withstood a pressure of over 30,000 lbs., which was really a most wonderful result.

A FINE STORE.

Outside of the larger cities, there are few finer hardware stores in Quebec Province than that of A. H. Nelson Kennedy at Buckingham.

Mr. Kennedy has had long experience in the hardware business, having been manager for F. J. Wilson & Co., Buckingham, before branching out in business for himself. In May, 1903, Mr. Kennedy took the premises opposite the new post office building in the same



View showing shelving, counters and Christmas tree window display.

town, and he has succeeded in building up a large and high class trade.

His store is recognized as being one of the most up-to-date on the north shore, and as our illustrations show, it would be a credit to any place.

Mr. Kennedy always keeps a good stock of shelf and heavy hardware, and has a large turnover of lumbermen's and miners' supplies. A special line which he has found both pleasant and profitable, is wall paper. At this season of the year, Mr. Kennedy keeps a large and varied stock, which is admirably bestowed in racks above the shelving, as may be seen in the illustrations. He is an enterprising and progressive hardwareman, and thoroughly deserves his success.



View from front of Kennedy's store at Buckingham, Quebec.

HONEST TRUTH!

Here is a true sporting story that is stranger almost than fiction. A manufacturer named Fowler, hailing from the Maritime Provinces, sold an order of goods to a dealer named Quail. The goods were packed and shipped by one Drake, whilst the invoice was prepared by a man named Hunter.

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Farm Fencing.

John W. Taylor, of 338 St. James street, Montreal, writes: In your issue March 24th you mention "Farm Fencing," and draw attention to the fact that it is becoming one of the profitable lines in a hardware stock. As an agent selling a good fence please let me say a word to hardware dealers, and that is, that the indifferent way in which they take hold of the fence business is fast driving the trade out of legitimate channels into the hands of machinery agents and sometimes farmers, and they will find when too late that they have made a grave mistake. The few who have studied the matter in a business way say there is as much margin in fence for money invested as in any line they handle.

* * *

Another Dealer Favors Association.

C. E. Noble, Dundalk, writes: I think a retail hardware association would be a good thing for the hardwaremen. We would be in a position to lay our grievances before the proper committee, who would have the power to act for the individual and the association regarding the excess express and freight charges we have to pay, the cutting of prices amongst the retailers and the wholesale houses selling to parties that are not in the business. Many a complaint could be brought before the association which could be dealt with in a fair and satisfactory manner. The main thing would be to get good officers that could and would do the right thing. We have today hardware in implement shops, harness shops, and grocery and dry goods stores. Of course this is a free country and a man can sell what he likes, but I object to parties getting a few staple lines and cutting the price, as it is unfair to the hardware store. Many lines that the hardwaremen used to make money out of are drifting from their business, such as churns, rope for hayforks, binder twine, machine oils; and in some places implement men sell stoves, because jobbers are anxious to peddle their goods. I think a good strong association could help to rectify things.

* * *

Rough Lumber Wanted.

The Barnes Hardware Company, Port Arthur, writes: Could you give us any information which would lead us to secure some rough lumber along the Georgian Bay ports. We are subscribers to your paper, and knowing its merits we feel confident its publishers can give us the information we require.

Note.—Cameron & Campbell, Toronto, makers of shelf boxes, etc., can supply certain grades of lumber in the district named. Other lumber firms with mills in the Georgian Bay district are the following: Keenan Bros., Owen Sound; Turner Lumber Co., Midland; Maitland, Rixon Co., Owen Sound; F. McGibbon & Sons, Penetanguishene; R. Laidlaw Lumber Co., Toronto; Jas. Playfair & Co., Midland; Ontario Lumber Co., Home Life Bldg., Toronto; Geo. G. Gladman, Parry Sound, and A. P. Elbert, Wiarton.

* * *

Loose Leaf Ledgers.

J. D. Smith, Baysville, Ontario, writes asking for information regarding the different loose leaf ledger systems and refers particularly to the Copeland-Chatterson system. We do not care to compare the different systems now in use for retail accounting, but in reply to the request about the Copeland-Chatterson goods, we can say that this firm originated the perpetual loose leaf idea for retail business, and their systems are very extensively used both here and in the British Isles. Their wide and successful experience guarantees the goods they sell as being effective in operation. Besides this, the firm is noted for the superior grade of material used in their different books. Should you write them, we have no doubt they will furnish you with advertising matter and particulars.—Editor.

* * *

Chance for Manufacturers.

The C. F. Smith Company, manufacturers of hardware specialties, Dekalb, Illinois, write stating that they desire to get in touch with some manufacturing concerns in Canada who would undertake to make their Franklin Woven Wire Stretcher in quantities ordered by the Smith Company to supply the demand for these goods in Canada.

THE TOBIN TENT AND AWNING COMPANY.

Quality does count in modern manufacturing, even more than it ever did, and this was well accentuated the other day on a visit to the factory of the Tobin Tent and Awning Company at Ottawa. The factory is equipped with the latest modern machinery and apparatus, even the sewing machines being operated by electric power. The plant has been enlarged recently to double its former capacity. From the beginning Mr. Tobin made his reputation on quality of the work and finish in tents and awnings of all descriptions. The manufacture of heraldry bunting and flags scientifically and historically correct is an extensive department, and the fact that they buy supplies from the same source as the Royal Navy gives an additional confidence in the firm's output.

Garden tools is a line that will soon be moving. Many men have a hobby of gardening. Get after them in your advertising.

STOVES AND TINWARE

TIN PLATE COMPANY'S PROGRESS

Stories that the Canada Tin Plate & Sheet Steel Company are ordering machinery for their new plant at Morrisburg, and that the plant will soon be in operation, have been investigated by Hardware and Metal, but all that appears to be under way as yet is a small order for shafting and pulleys being filled by the Polson Iron Works, Toronto. A large order for special machinery is said to be promised later on.

The buildings being erected at Morrisburg are not in any shape for the installation of machinery, the floors not yet being concreted. The steel building, about 600 x 60 feet, is roofed with matched spruce, to be covered later with roofing paper, and a stone building, about 160 x 60, is in a similar condition, and work is proceeding very slowly, not a man being working when our representative visited the plant. While it is claimed that from $100,000 to $200,000 has been expended, not over $25,000 or $30,000 appears to have been outlaid so far.

The Morrisburg Town Council, however, is going on with the power scheme, having let the contract for the plant complete, to include the power lines to the factory, all excavations, machinery, etc., for $73,600, the plant to develop 1,100 horse-power. Mr. Birmingham, of Ottawa, is the contractor, and Mr. Shipman the engineer, the latter being the fourth engineer employed by the municipality up to the present time.

Mr. Allison, who is to get $2,250 cash for a site for the factory from the municipality, has deeded to the Tin Plate Company eight acres of the 240 acre farm he purchased for $15,000. He has also laid out 300 building lots, and should he succeed in selling them for $200 each he will net $62,250, and still have over 100 acres of land left.

The company has been very dilatory in making its returns to the Provincial Secretary, and although the Incorporated Companies Act provides that all companies failing to make returns by February 8 of each year shall be liable to a fine of $20 per day, the Tin Plate Company did not make returns until March 23, no fine being imposed, however. The returns show that of the $1,500,000 share capital $565,400 has been paid up, and $5,450 remains subscribed for and unpaid, shares not yet allotted amounting to $934,660. Of the stock subscribed for $548,300 has been allotted to various shareholders free from call, only $17,100 being subject to call, of this $8,249 having been paid in answer to the two calls already made. What consideration was received for the shares issued free from call has not been learned, but the returns show that 5,654 shares, equalling the paid-up capital of $565,400, have been allotted for property concessions.

The largest shareholder is J. Wesley Allison, he holding $321,500 worth; G. H. Meldrum, the president of the company, holding for himself and in trust three amounts of $41,000, $28,700, and $55,500, totalling to $125,200. The directors and their holdings are: W. P. Bull, barrister, — Toronto, $10,500; Arch. Campbell, M.P., $1,000; Hon. Richard Harcourt, $3,500; J. J. Main, manufacturer, Toronto, $10,500; E. P. Pearson, insurance agent, Toronto, $10,500, and A. C. Pratt, M.P.P., who holds stock worth $500. Other well-known shareholders are Hugh Graham, proprietor of the Montreal Star, $1,000; F. B. Polson, manufacturer, Toronto, $3,000; S. Nordheimer, manufacturer, Toronto, $2,500; Premier Whitnet, $500, and E. C. Whitney, Ottawa, $10,000. Altogether there are nearly fifty shareholders, a large number of these being in England and Ireland.

It is currently reported that the company's tin plate expert, Mr. Lewis, will leave shortly for England, his mission being to engage Welsh laborers experienced in tin plate making. There is some doubt expressed, however, regarding this, some saying that Mr. Lewis may not return to Canada if he makes the trip.

THE ANNUAL ORDEAL.

Hear him splutter,
Hear him cuss;
Listen to his
Awful fuss.
Like unto a
Bull he roars
As he clangs the
Iron doors.
Oh, what dreadful
Talk, egad!
Holy smoke, but
He is mad.
Bitter is his
Earthly cup;
Dad has fired the
Furnace up.

The tinsmiths of Hamilton have asked for a minimum scale of 30c. an hour. A decision must be given by May 1.

BIG ORDER FOR GURNEY'S.

The Gurney Foundry Company, Toronto, are shipping this week one of the largest hotel orders ever secured by a Canadian company, the order being for a complete kitchen outfit for the new C.P.R. Hotel at Winnipeg. One of the Gurney famous John Bull steel ranges, made in eight sections, and being about 35 feet in length, is the central piece of the order, it having fire brick six inches in thickness to protect the cooking section from the heat. A monster steam table, equal in length to the range, is included, along with batteries of charcoal boilers, steam copper kettles, dish washing machines, dumpling steamers and plate warmers, the latter being built separate from the stoves and similar in size to large house refrigerators. A Monfort roll warmer, the most elaborate thing of its kind ever installed in a Canadian hotel, is a special feature of the shipment, another being a patent egg boiler, having an automatic dial. By setting the dial for three minutes the eggs are allowed to boil only that length of time, being then lifted out of the water automatically.

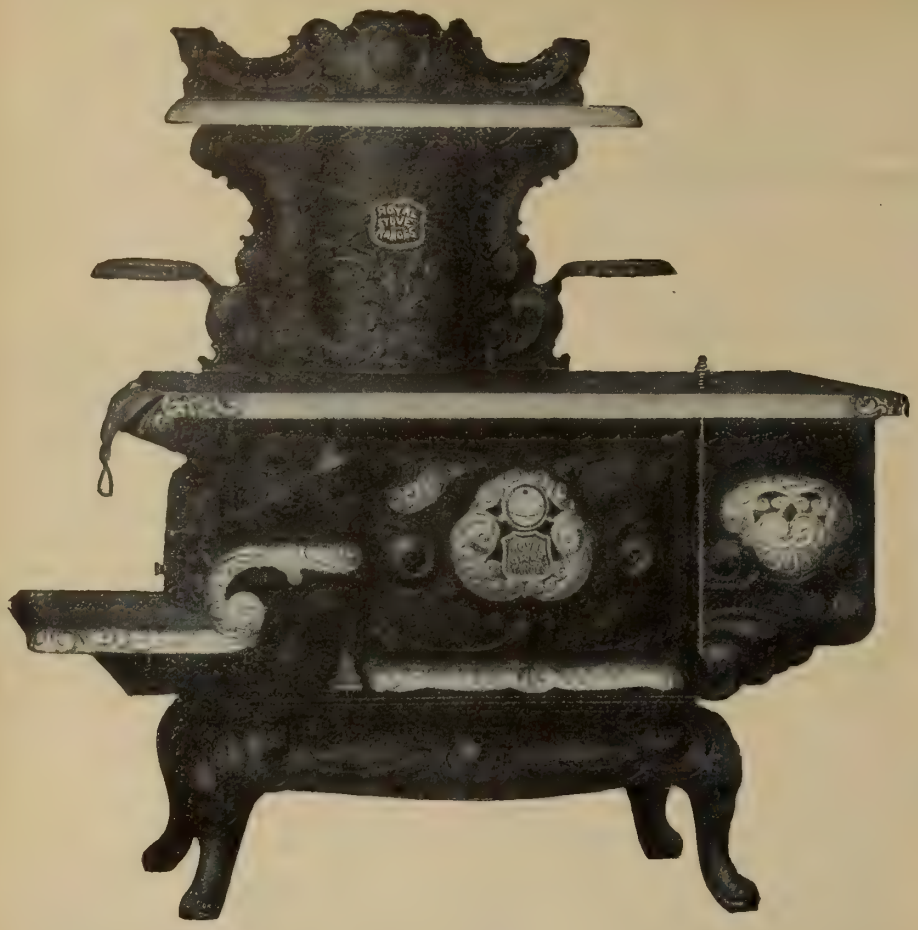
Many other interesting features of the shipment cannot be explained at present, but Hardware and Metal hopes to be able to present photographs of the kitchen when all the apparatus has been installed.

The Gurney Foundry Company are also preparing to install a similar kitchen outfit in the new Clifton House at Niagara Falls.

STOVE FOUNDRY FOR PETERBORO

The proposed new stove works of the Dominion Stove Company are now assured to Peterboro, and the erection of the buildings will be gone on with at once. The stove factory will be a very extensive one, and in addition to it, J. F. Howard, for the company, states that rolling mills would also be added, provided a suitable site was furnished, as well as sufficient electric power at a moderate price. It is intended to start the stove foundry as soon as possible, and already designers and pattern-makers are at work.

Spring and Summer bring a call for gas and gasoline stoves and ranges and blue flame oil stoves. Now is the time to consult the catalogues and find out the improvements in this line, and the new things that will be put on the market the coming year. Rapid strides have been made in the construction of these goods, and they are far head of the gasoline and the oil stoves of the olden time.



They Please

Cannot get over that! Cannot get around it! The fact points right at you—

Corona Ranges

please. Reason, No. 1—the makers "Know How." Reason, No. 2—the people "Know Why."

Results Speak.
If you want Range Results write us.

Canada Stove Works

HARRISTON, ONT.

Makers of the Royal Family of Stoves and Ranges.

YOUR SPRING SALES



"SAMSON" HAND DELIVERY CANS.

You can help your spring trade by handling these lines.

"Samson" goods are becoming more popular every year and are now specified by many dairymen.

We can ship all lines promptly.



"SAMSON" RAILROAD OR DELIVERY CANS

"SAMSON" MILK CANS. "SAMSON" TRIMMINGS.

TINNED IRON FOR CHEESE FACTORY USE

Send in your order and have a good stock when the time comes.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

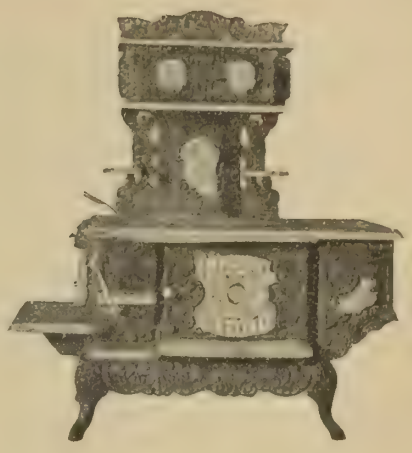
You miss sales every day you lack The Imperial Oxford Range

Even this, the best Range anybody ever built, won't take care of **all** your trade (something in the Gurney line will, though).

But this range will make you more reputation and earn you more profit,—and do both quicker—than you'll believe until you prove it.

The little things about The Imperial Oxford this year make it the easiest range to run any woman ever saw. The big things about it make it a powerful help in selling more ranges,—because it's so wholly all right that every owner of one advertises it—and praises the dealer who sold it to her.

Why don't you be that dealer? Why don't you ask now what selling help we are ready to give you?—and what there is in the Imperial Oxford **for** you?



This year's Imperial Oxford is one range you can't honestly afford to get along without. New talking points, new selling points, and more selling help than you really need. Hadn't you better get started while the boom is young?

The Gurney Foundry Co., Limited

TORONTO
WINNIPEG
VANCOUVER

We also manufacture Cast Iron Stoves and Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies

THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.
THE GURNEY-MASSEY CO., Limited, Montreal, Que.

95



Please the Women and You Get the Sale.

Mr. Dealer, Let Your Customers Know

about the excellent qualities of

The Empire Queen Range

Here are the opinions of two women: "We have in our home an Empire Queen Range. It is a handsome stove and most economical on fuel, and altogether the most satisfactory cooking range I ever had any experience with."

"I have secured excellent results with our Empire Queen Range, it being very economical on fuel, an even baker, has a plain, smooth surface, and is very easily cleaned."

Don't these opinions prove that ***The Empire Queen Range*** stands high in the women's estimation?

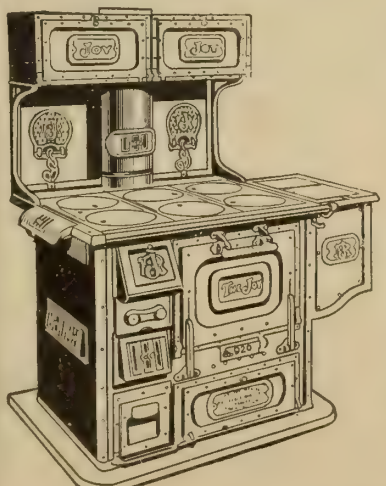
BOOKLET ON REQUEST.

The Canadian Heating & Ventilating Co. Limited,

OWEN SOUND, Ontario

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man Western Agents.

THE CANADA STOVE AND FURNITURE CO., 128 West Craig St., Montreal, Que., Agents for the Province of Quebec.



"Why Let it Slip?"

Writers upon the subject pretty thoroughly agree that the ***Stove*** and ***Range*** trade is gradually slipping from the grasp of the ***small Hardware Dealer*** into the hands of the large House Furnishing Concern, the Catalogue House, the Department Store and the Pedlar, and that the former are silently allowing it to ***slip*** without any aggressive effort upon their part to ***hold it.*** They say: "Well! ***What can we do?***" We'll tell you. Adopt some of the methods of the ***first named.*** Buy ***makes*** and ***brands*** that the other three ***cannot get*** and you will not only ***reclaim*** and ***retain,*** but ***build up*** your ***stove business.***

The Joy Malleable and Steel Range is in a class by itself as to construction, and is made especially for ***you.*** Write us quick.

Joy Mfg. Co.

32 Humberside Ave. ...Toronto

HARDWARE AND METAL

Established - - - - - - 1888

JOHN BAYNE MACLEAN - President

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Limited

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Hart & Cooley, New Britain, Conn.
Smart, James, Mfg. Co., Brockville.
Steel Trough & Machine Co., Tweed, Ont.
Tees & Persee, Winnipeg.
The Newbro M'g. Co., Windsor.

GET AD. COPY IN EARLY.

As next Friday is a holiday it will be necessary for Hardware and Metal to be published a day sooner than usual. Advertisers will kindly assist in letting our staff enjoy the holiday by sending in their changes of copy as early as possible.

BUSINESS SUCCESS.

On another page will be found an excellent article by one of Montreal's leading hardware merchants, on the means of attaining business success. No one is better qualified that he to give such advice, and the fact that it is the result of his own business experience should make it doubly valuable to all our readers.

Mr. Lariviere is a great friend of the young man in business. He takes as his motto, "Use the judgment of the old man, and the energy of the young one," and in his own fine store every facility is given the young man to learn the business thoroughly and gain the judgment which comes with experience.

To retail merchants everywhere, and especially to ambitious clerks, we commend the first article in this issue as the sincere expression of a man who has himself achieved what he speaks of.

OUR TWO COMPETITIONS.

Last week we announced that a prize would be given for the best photo of a seasonable window display shown during the month of April, and already we have assurances from several merchants and clerks that they will send along photos to be entered in the competition. Particulars of the competition are given on page 16 of this issue, and every reader, whether a subscriber to this paper or not, should read the conditions and try to win the prize offered.

It isn't the value of the prize so much as the education and experience gained by those competing that is to be considered most. And it is also an honor to be known favorably in the trade as a winner of competitions. Who in the trade hasn't heard of Mr. Bernier, of Montreal, as a writer of catchy hardware advertisements; Mr. Karges, of Woodstock, as a student of store arrangement, or Mr. Wetmore, of Halifax, as an artist in window display, and doesn't the reputation they have won make them more valuable to their employers ?

This week we make another announcement of particular interest to hardware clerks. Many clerks do not take much interest in the advertising of their store in the local paper. The boss thinks himself too busy to change his ads weekly, and the same old eyesore runs for weeks at a stretch. And the clerk who doesn't go to the boss and offer to conduct the advertising loses a golden opportunity. Some clerks are alive to their interests, and by making themselves useful to their employers are able to command better wages, besides laying a foundation for a future successful business career of their own.

We offer a handsome and serviceable fountain pen to the clerk who sends in the most catchy, best arranged and clearest worded advertisement of any line of goods carried in a hardware store, preferably, however, of seasonable goods in demand at this season. The ad. must appear in a Canadian paper in April, and a copy of the paper mailed to Hardware and Metal not later than May 1 next.

Who will win the honor—and incidentally the prize ?

TRADE EXHIBITIONS.

The second annual Pure Food Show being held in Toronto this week and next week, and the automobile shows being held in Toronto and Montreal at the same time, suggest possibilities of something of a similar nature devoted almost exclusively to hardware, heating, plumbing and sporting goods. The Pure Food Show has proved a remarkable success, and this year one stove dealer was shrewd enough to secure space for displaying his goods, drawing the attention of the women buyers by demonstrating the good qualities of the gas and coal ovens by cooking biscuits.

Why cannot this dealer's example be followed on a larger scale by the hardware and stove manufacturers ? A number of stove demonstrations, exhibits of lighting systems, displays of plumbing fixtures, washing machine demonstrations, displays of athletic goods and exercises, etc., should prove exceedingly interesting in the larger cities, particularly, and in the smaller cities progressive dealers can carry on an exhibition of their own on a smaller scale.

The Simmons Hardware Company, St. Louis, recently carried on 38 practical demonstrations in their store. The prospective purchaser could learn the easiest manner of operating the latest fruit slicer, and in another section of the store visit an all-day class in the art of china decorating. After a round of the different departments the visitor could retire to the reception and waiting rooms, which were supplied with telegraph and post office facilities, a bureau of information, retiring-rooms, daily papers, free books and magazines, telephones, writing desks, stationery, and a free stenographer.

Aside from the demonstrations in china decorating, probably the most interesting exhibitions are those of the French process steam coffee machines and chafing dishes, coal stoves and ranges, and the latest aluminum cooking utensils.

MEANS MUCH TO ONTARIO.

Two of the most important events in the political history of the Province of Ontario occurred this week, being announced almost simultaneously in the Wednesday papers. The report of the Municipal Power Commission, the establishment of which was first decided upon by the Ross Government, and the announcement that the Whitney Government would retain ownership and itself operate for the benefit of the people the rich mineral wealth of silver and cobalt contained in the area covered by the Gillies timber limit, of which so much has been heard recently.

So much has been said and written about the advantages to be gained by the Province of Ontario by the development of electric power at Niagara, and about the possibilities of our marvelous waterpowers becoming a substitute for the coal, that it is unnecessary to dwell upon these points at any length just now. The future of the manufacturing industries of Ontario de-

pends largely upon how Niagara power is to be sold, cheap power being necessary not only to manufacture successfully for the home market, but also to aid in developing an export trade.

It cannot be denied that powerful corporations were entrenching themselves behind vested interests and preparing to develop Niagara power with the aim of exploiting the people and making multi-millionaires of the few who are on the inside. But it is welcome news to the mass of the people to learn that the commission appointed by the Whitney Government have brought in a report which, if adopted and carried into effect, will safeguard the people's interests and ensure to them a share, at least, of the advantages to be gained from the exploitation of our wonderful natural heritage.

The commission advise that all municipalities capable of being served by Niagara power development join in erecting a power plant at a site already selected, and develop 60,000 horse-power, to be distributed to these municipalities for lighting and power purposes, and to be sold at low rates to manufacturers and others in the districts within reach of the plant, the existing power companies being left to sell their power to the various railway systems. The report distinctly favors public ownership, and while it will undoubtedly meet with bitter opposition the high standing of the men who composed the commission, and the array of facts presented, makes its final adoption almost certain.

The commissioners are satisfied that nearly two million dollars, after all fixed and established charges have been met, will be saved the province by the municipalization of Niagara power.

This saving represents a capital value of over thirty-seven million dollars, or thirty-three million dollars after the outlays incurred by manufacturers and others in the substitution of motors for steam mechanism, and other old-fashioned appliances, have been provided for. It is calculated that Toronto alone should really save two million dollars a year.

In connection with the announcement that the mineral bearing portion of the Gillies limit is to be retained by the province and mined for the benefit of the people, it has also been decided that the mineral deposits on the right of way of the Temiskaming & Northern Ontario Railway for about three and a half miles are to be disposed of by public tender, the successful tenderer to pay a cash bonus of not less than $50,000, an annual rental of $500 for the ground required for necessary buildings, and a percentage on the ore mined, increasing according to its value per ton. Although no mention was made of such an idea, it is understood that the decision to develop the Gillies limit on the public ownership plan carries with it the decision to erect a Government-owned reduction plant, which would be used not only to treat the ores from the area mentioned, but, at a reasonable price, the ores from private mines. This would settle the difficulties now experienced in the treatment of the Cobalt ores, which for the most part have been sent to New Jersey smelters, the miners being thus practically at the mercy of the owners of the smelters.

The two announcements mean much for Ontario's future, and are undoubtedly in line with the most advanced thought of the age. And in these days, when everything is tending towards monopoly and centralization, it is encouraging to see our legislators far-seeing enough to engage in the work of centralization themselves by establishing public monopolies where the interests of the great majority of the people are weighed in the balance with the interests of the few in the great corporations.

ATTEND THE CONVENTION

Owing to the receipt of a number of inquiries during the past week, it has been decided to call a convention of hardware merchants, to meet in Toronto, on April 13 (Good Friday), at 10.30 a.m., at the Rossin House; the management of the hotel having placed a room at the disposal of the delegates, besides offering special rates.

Mr. A. W. Humphries, hardware merchant, of Parkhill, has taken the initiative in calling the convention, and he is preparing some suggestions to lay before the convention. Ex-President E. R. Rogers, of the old hardware merchants' section, and others, have been invited to be present and address the delegates.

Lack of time will prevent the sending of letters to all in the trade, but every hardware merchant in Ontario should accept this notice as an invitation to attend and take part in the convention. While a full attendance cannot be expected on such short notice, it is hoped that a sufficient number will be on hand to ensure the organization of a strong association, the necessity of which has been amply proven in the letters published in recent issues of this paper.

Mr. Humphries requests that every hardware merchant who can attend, send a post card to the editor of HARDWARE AND METAL, stating that he will be on hand, it being necessary to know the number of probable delegates, in order to make proper arrangements for the gathering.

The day is a holiday and the railways offer special rates. Let at least a hundred promise to attend, and Ontario will soon be as well organized as Manitoba and the Northwest provinces.

Come to Toronto on Good Friday.

CEMENT IN HARDWARE STORES

With the building season so close at hand hardwaremen are stocking up with builders' supplies in larger quantities than in any previous year, for it is almost beyond a doubt that construction work will be carried on to a far greater extent than ever before.

This, then, is where the hardwareman has a chance to deviate a little from the beaten paths and open up new sources of profit. The opportunities are right at hand.

Have you noticed the gradual revolution of building systems during recent years? Have you watched wooden shingles and lath, plaster ceilings and walls, give way to ornamental metal work? And, furthermore, have you remarked the rise of reinforced concrete as the main material for building and construction operations of almost every nature? Are you aware that the far-seeing men are already referring to the "dawn of the concrete age?"

As a matter of fact this is the trend of the age in building work. We now have viaducts and tunnels, conduits and factory chimneys, made of reinforced concrete. Factories and warehouses are being erected in all parts of the country with this as their material. Builders have become so expert in handling it that some of the finest residences, as well, are now being built of concrete. They have the advantage of being warm in Winter, cool in Summer, and, so far as tests have been able to discover, absolutely fireproof.

It is certainly growing in popularity as a building material, and the future will see vast strides made in the methods of setting and molding, so that every conceivable architectural design will be reproduced.

Now is the time for the live hardwareman to associate himself with this spirit of progress. He will find it profitable to secure the agency for some high-grade cement. This will not necessitate the carrying of a very large stock, but by carrying on an energetic campaign he will be able to add considerably to his revenue.

As Portland cement is recognized as the best for all purposes, it will be well for the hardwareman to understand just what that name signifies, as some dishonest salesmen may try to palm off an inferior article as genuine Portland. The following resolution has been adopted by the London Chamber of Commerce: "That Portland cement be defined as a mixture of two or more suitable materials, intimately and artificially mixed in the requisite proportions, and afterwards properly calcined and ground, to which nothing has been added, during or after calcination, excepting that an addition not exceeding 2 per cent. of gypsum is permissible for the purpose of regulating the setting."

The important part of this definition is the word "artificially." There are some cements ground from rock in which the ingredients have been mixed by nature in a rough and ready manner. As the strata of these rocks are exceedingly variable in the chemical composition, it is plain that such cement is not genuine Portland. From the fact that the rocks are not usually mixed, it is called "Natural Cement," and great care must be exercised in distinguishing them.

The various cement manufacturers and importers would be glad to secure active and energetic agents all over Canada. It's up to the hardwareman!

QUEBEC ALTERS TRAVELERS' TAX.

At last a change in the obnoxious travelers' tax has been made. Manufacturers, jobbers and commercial travelers will be interested in the amendment which the Quebec Government has passed in respect to the Commercial Travelers' Act. A copy of the amended clause now reads as follows: "For each semi-annual license for a person not residing in the province to act as commercial traveler by soliciting or taking orders for or selling goods, wares or merchandise other than intoxicating liquors or by advertising or offering such goods for sale, by sample, catalogue or price list for a person, firm or corporation having no place of business in Canada: —Dealing with the wholesale trade only, $50; dealing with the retail trade, $100; dealing with the consumer, $200."

WESTERN BOARD OF TRADE CONVENTION.

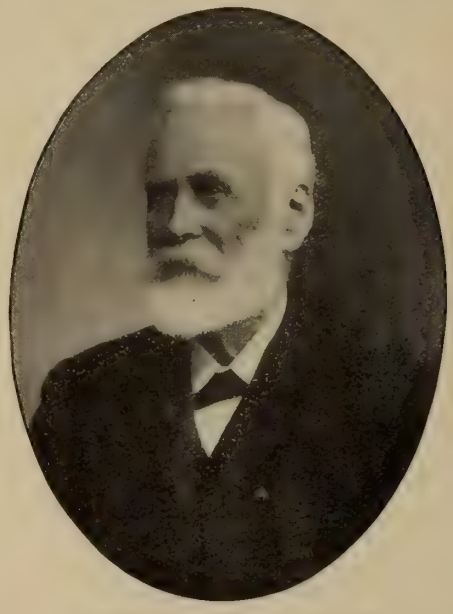
Secretary F. T. Fisher, of the Edmonton Board of Trade, has sent a circular letter to the secretaries of all the western boards of trade announcing that the third annual convention will be held in the capital city of Alberta on Wednesday and Thursday, June 13 and 14. Last year the "Associated Boards of Trade of the Northwest Territories" met in annual convention in Regina and a full report of the proceedings was published in this paper. The creation of two new provinces raised the question whether division on provincial lines into two associations would not be advisable and it was finally decided to keep the organization intact, giving it the name of "The Associated Boards of Trade of Western Canada."

It is gratifying to note that care is being taken to remedy the one defect that was noticeable at last year's meeting. The delegates to the Regina convention failed, in most instances, to forward their resolutions to the secretary before the meeting and hence there was little opportunity given for previous consideration of the topics to be discussed. This year all resolutions must be in the hands of the secretary not later than May 24, such are the provisions of the by-law, but the secretary is asking as a favor that all resolutions be sent to his office not later than May 15. If the secretary's request is complied with there can be no doubt that the value and interest of the deliberations of the convention will be greatly increased.

Last year the best brains of the Northwest assembled in the convention at Regina as was evidenced by the high plane of the discussion. The character and standing of the delegates to the convention gave its conclusions weight throughout the entire west. The convention of the Associated Boards of Trade of Western Canada is the most important gathering of business men held in the west during the year, and all indications point to the most successful meeting this year in the history of the organization.

DEATH OF JOHN BERTRAM.

The death of John Bertram, of Bertram & Sons, Dundas, will be felt by all those who knew him in business and in public life with a real sorrow. Although Mr. Bertram had been unwell for a week previous, his end, which was caused by



The Late John Bertram of Dundas.

heart failure, was sudden and unexpected.

Mr. Bertram was born in Eddlestone, Peebleshire, Scotland, in 1829, and at Galashiels learned the trade of a machinist. In 1852 he married Elizabeth Bennett and came to Canada, working for a number of years in Dundas at the old Gartshore foundry.

In 1865 he formed a partnership with Robert McKechnie, the firm being known as McKechnie & Bertram. From a small start the firm grew to be one of the most reliable and widely known of the kind in Canada. By honest work and honest dealing with their customers it was not many years before their iron and wood working machinery and tools were known both in this country and in other parts of the world. In 1886 Mr. McKechnie retired and Mr. Bertram took into partnership his two sons, the firm then becoming known as Bertram & Sons. The wonderful development of their business and its recent sale to the Niles-Bemont-Pond Company is well known to all readers of this paper.

In speaking of Mr. Bertram, A. R. Williams, of the A. R. Williams Machinery Company, Toronto, who has known Mr. Bertram for nearly forty years, said: "He was one of nature's noblemen. There was nothing small about him. He was one of the finest men I ever knew. In disposition he was kindly, and in business he was diligent and honorable." Mr. Bertram was reeve, deputy reeve and mayor of Dundas, and in his public capacity was highly thought of by the people whom he served.

AN OLD SUBSCRIBER.

A. W. Humphries, hardware merchant, Parkhill, called on Hardware and Metal in Toronto a few days ago, he being very enthusiastic regarding the proposed organization of a retail hardware dealers' association in Ontario. "Up our way," said Mr. Humphries, "there are dealers who are selling wire at grocery margins, while nails which cost $2.30 laid down are being presented to the public for $2. One firm, composed of men who are somewhat inexperienced in hardware selling, are also disposing of glass at the closest possible margin, not making the usual one-fifth allowance for breakage. These instances show the necessity of an association through which a better feeling between competing merchants can be created and such evils mitigated.

"I think I can claim to be your oldest subscriber," added Mr. Humphries, when leaving. "I was in your old office on Jordan street when your first issue was being printed, being taken over to see the first paper by one of the old firm of M. & L. Samuel, Benjamin & Co. I subscribed at once, and Mr. Humphries says he finds Hardware and Metal very helpful to him in his business, the departments on "Effective Advertising," "Window Dressing," and other subjects being watched carefully by him.

Another reminiscence of Mr. Humphries was of the days of the Patron co-operative stores, one of which existed in Parkhill. When it finally went under and Mr. Humphries took over the stock he found that the Patrons had been paying more for some of their goods than he had been selling at retail. Several lines had been unloaded upon the farmer buyers by jobbers at list prices, no discounts being allowed. It can readily be seen that the Patron competition wasn't very serious—and certainly not so serious as the mail order competition of today.

HARDWARE TRADE GOSSIP

Quebec.

L. Gregoire, plumber, of St. Jovite, was in Montreal on business this week.

Mr. Rolland, of the Rolland Paper Company, St. Jerome, visited Montreal a few days ago.

T. H. Newman, of Caverhill, Learmont & Co., Montreal, is spending a week or so in New York.

Mr. Paterson, of the Paterson Manufacturing Company, Toronto, visited Montreal on Monday.

Arch. Macfarlane, manufacturers' agent, Montreal, is at present on a trip to Chicago and the west.

J. Ernest Millen, of John Millen & Sons, Montreal, spent the week at the Toronto automobile show.

D. Lorne McGibbon, managing director of the Canadian Rubber Company, is enjoying a trip to the Bermudas.

Mr. Meredith, of Meredith & Church, general merchants, Depot Harbor, Ont., was in Montreal during the week.

G. A. Willis, of the Norton Manufacturing Co., Hamilton, spent one day of this week in Montreal on business.

T. Mortimer, of Toronto, representing Harper, Limited, and the Irwin Auger Bit Co., visited Montreal this week.

A. T. Porter, Montreal, representing Peres & Co., the German cutlers, has just returned from a successful western trip.

John A. McLaren, representing the Canada Brass & Supply Co., London, Ont., called on the Montreal trade this week.

B. B. Cherry, representing Sargeant & Co., New York, called on the Montreal wholesale trade on Wednesday of this week.

A. H. Campbell, of A. C. Leslie & Co., Montreal, has returned to business after his recent trip, greatly improved in health.

Jas. A. Brook, Montreal, Canadian manager for Craven & Speeding Bros., Sunderland, Eng., is on a business trip to British Columbia.

H. R. Ives & Co. are putting up an extensive addition to their works at the corner of William and Queen streets, Montreal.

E. Nagle, formerly with the Fensom Elevator Co., has taken a position as second engineer at the new Singer factory, St. Johns, Que.

Alfred Majeau, plumber and tinsmith, of Joliette, visited Montreal this week, and placed orders for a considerable quantity of galvanized iron.

D. B. Acer, formerly with the Ogilvie Flour Mills Company, has been appointed Montreal city traveler for H. W. Petrie, machinery merchant.

M. Gregory, 13 St. John street, Montreal, is placing the Vulcan smoke consumer and fuel economizer in several large factories of that city.

J. M. Guindon, hardware merchant at 1054 St. Catherine street, Montreal, will go out of business on or about May 1, and intends removing to Cobalt.

Major J. A. Currie, president of the Imperial Steel & Wire Company, Toronto, visited the Montreal office of Hardware and Metal on Wednesday.

J. Roy & Co., plumbers, Cookshire, Que., will move into a new store and will carry a complete line of graniteware in addition to their plumbing supplies.

Cyrus A. Birge, of the Canada Screw Co., Hamilton, and formerly president of the Canadian Manufacturers' Association, was in Montreal on Tuesday of this week.

G. Percy Buckon, assistant manager of the Metallic Roofing Co., Toronto, was in Montreal on Monday of this week, stopping off on his way to St. John and other eastern points.

H. B. Cartray, who has been in the employ of Lewis Bros., Montreal, for the past six years, has been promoted from the auditing department to the city traveling staff.

A. Sweet, of A. Sweet & Co., general merchants, Winchester, Ont., was a visitor at the Montreal office of Hardware and Metal last Tuesday. Mr. Sweet is much interested in the proposal to organize a hardware dealers' association, which he considers would go a long way towards smoothing out the difficulties of retailers.

Ontario.

Michael Schmidt will open up a tin shop in Chepstow.

R. Scott of Mount Forest was in Toronto during the week.

W. R. Hobbs, hardware merchant, Tillsonburg, is recovering from a month's illness.

W. Mashinter & Co., plumbers and steamfitters, have removed from 97 to 90 Adelaide street west, Toronto.

S. Norfolk, of Haileybury, has his hardware store nearly completed, and will soon be ready for business.

Alex. Saunders, manager of the Goderich Organ and Bathroom Woodwork Co., was in Toronto and Montreal during the week.

Frank Marshall Purdy, for many years bookkeeper for the plumbing firm of Purdy, Mansell & Co., Toronto, died of acute pneumonia Saturday last.

Norbert O'Leary has resigned from the Sawyer & Massey Co., Hamilton, to become accountant for the Standard Plumbing and Heating Co., Winnipeg.

J. Milligan, cashier for Rice Lewis & Son, has resigned to take a position with the Grip Company. Mr. Milligan was presented by his fellow employees at Rice Lewis & Son's with a handsome bookcase.

W. J. Fulton, who has for some time been traveling salesman in Ontario for the Dominion Radiator Company, will be the representative of that firm in Winnipeg.

W. H. Rumball, of South Woodslee, who recently bought out W. Conn & Son's hardware store at Aylmer, intends continuing both businesses, his store at South Woodslee being managed by his brother. Mr. Rumball intends removing his family to Aylmer and will make several changes and improvements in his new store. Mr. Rumball is a hustling young man, and his enterprise should bring him success. W. Conn has retired from business, while his son, Ack Conn, will manage Conn's Fair at Aylmer in future.

J. W. Johnston, formerly second vice-president of the Pease Foundry Company, Toronto, and who recently removed to Detroit, was in Toronto this week. He is now pushing the manufacture and sale of a steam heater and ventilator in the United States for which the Pease Company have the Canadian rights. His two sons, C. C. and F. W., are also now in the States, the former being traveler in Wisconsin for the Peninsular Stove Works, and the latter traveling in Michigan for the United States Heater Company.

Western Canada.

Crowe Bros. have opened up a stove, tinsmithing and plumbing store in Annapolis, N.S.

R. A. Ogilvie, for several years with J. A. Flett, of Vancouver, has opened up a hardware store in Victoria.

Insull & Field, hardware merchants, of Bradwardine, Man., have dissolved partnership. F. & J. Field will carry on the business.

The George Hunter Hardware Company, of Vancouver, are having a new building erected, which they expect to occupy about July.

J. E. McRobie, secretary of the Western Retail Hardware Association, was in Portage la Prairie last week. This week he is visiting the trade in the Hartney and Souris districts.

J. C. Gilpin, of St. Mary's, Ont., who has been for many years in the hardware business, is in the west assisting his son and R. G. Hamilton to select a good point for a hardware store.

H. V. Lawlor, paint specialist for Marshall-Wells Co., was in Winnipeg for a few hours last week after an extended trip west in the interests of "English" paints. Although he had been away since the first of the year he was away again in less than 24 hours.

Elsewhere.

The J. D. Warren Manufacturing Company, Chicago, Ill., extensive manufacturers of hardware store fixtures, have outgrown their present building and will erect an additional plant at Quincy, Ill.

Messrs. Arthur Kingsford Wilson and Leslie Jackson Coombe have been appointed as directors of Spear & Jackson, Sheffield, England. These gentlemen are respectively the son and nephew of the managing director, John Kingsford Wilson, and have both taken an active part in the management of the business for some time past.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Irwin's Auger Bits have adopted the standard lists Discount 47½ per cent.

Wringers have advanced.

Building Paper—New lists are announced.

Solder has advanced ¾ cent.

Ingot Tin is quoted at 41 to 41¼c. on a rising market.

Ingot Zinc is somewhat weaker, being quoted ¼c. lower.

Old Material—Advances have been made in copper wire, light copper, heavy red brass, yellow brass, lead, machinery cast scrap and old rubbers.

TORONTO.

Bar Iron—Dealers are now asking $2.20.

Pig Iron—Advances have been made in two lines.

Antimony—With no stocks, 20c. is now quoted.

Old Material—Higher prices are offered for copper and brass.

Wringers—Prices have advanced $3.00 per doz.

Building Paper—Prices of some lines have been lowered 5c.

Auger Bits—New lists on Irwin Auger Bits are being issued.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 6, 1906.

Sales of all hardware lines have been showing up splendidly during the past week. This is perhaps due, more than anything else, to the fact that the first of April saw the inauguration of the Summer rates, and this, of course, made shipments freer.

Prices are all stiff on shelf goods, and although no advances have been made in this line the figures previously quoted have been very strictly upheld. Irwin's auger bits have adopted the standard lists and are being quoted at a discount of 47½ per cent. This is the only change to be noted in this class of goods.

A general advance has been declared in wringers, new lists having been issued in all lines. New lists have also been prepared on building paper, but at time of writing arrangements are not sufficiently definite to give the new prices. It is expected, however, that revisions will be made in the price of dry and tar sheathing.

AXES — We still quote as follows: $7.60 to $9.50 per doz.; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—We quote: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen: adze handles, 34 inch, $2.20 a dozen: pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—No change has taken place in the tone of this market, and quotations remain $4.25 for cold blast.

RIVETS AND BURRS—Shipments of these goods have been more numerous and of larger volume during the past week, owing to the opening of navigation in the west, which permits more favorable freight rates. We are quoting as follows: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—The market is sluggish and sales are hardly up to expectation. We still quote the following prices: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b., Montreal.

MACHINE SCREWS — Nothing further of note has transpired with reference to this branch of the trade since the advance in price was made some few weeks ago. We quote: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—The turnover is increasing from week to week, and prices are steadily held at the following figures: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

HORSENAILS — Conditions are unchanged. Our discounts are still as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—So much building is already under way in all parts of the country that orders for wire nails are very large. We still quote prices: $2.15 per keg f.o.b. Montreal.

CUT NAILS—Trade is normal. We quote: $2.20 per keg f.o.b. Montreal.

HORSESHOES—We quote: P.B. new pattern, base price, $3.50 per 100 pounds.; M. R. M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—Orders for these goods are perhaps not as far advanced as at this time last year, owing largely to the fact that jobbers have been delayed in getting out their catalogues. However, sales of ammunition and guns are very encouraging and speak well for prospects of the sporting goods trade this season.

BUILDING PAPER — Trade is looking up fairly well and manufacturers expect soon to be doing their normal Spring business. New lists are being issued this week quoting slight changes in two or three lines, but at time of writing definite figures are not available.

CEMENT AND FIRE BRICK—Fire brick is still in very brisk demand, and orders for cement, too, are coming in better than at any time this year. We quote following prices: "Lehigh, Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. "Lafarge" (non-staining) in wood, $3.40: Belgium, $1.60 to $1.90 per barrel; ex-store. American, $2 to $2.10 ex-cars: Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21: American, $30 to $35: White Bros.' Eng. cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—We quote the following prices: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55: 1-2 inch, $3.35: 9-16 inch, $3.30: 5-8 inch, $3.20: 3-4 inch, $3.05: 7-8 inch, $3: 1 inch, $2.95.

FREEZERS—Local jobbers are making a feature of this trade now, and all are showing some nice samples of this season's models. Orders are coming in fast and everything points to a good season's business. We quote as follows: American Twin, 2 qt. 12.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13: Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25: Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH — Output of the local wholesale houses is large and prices are still quoted: $1.45 per hundred sq. ft.

BINDER TWINE—We are still unable to give prices on this line. Orders have been very large.

RAW FURS—Prices to dealers are as follows:

		No. 1.	No. 2.	No. 3.	No. 4.
Bear	Black	$12 00	$8 00	$4 00	$1 00
"	Yearlings	7 00	5 00	2 00	0 30
Fisher		7 00	6 00	5 00	....
Fox	Red	3 00	2 25	1 00	0 20
"	Cross	5 00	4 00	2 00	0 50
Lynx		7 00	5 00	4 00	
Marten	Dark	10 00	5 00	2 0	0 50
"	Pale	6 00	3 00	1 25	0 50
Mink	Dark	6 00	4 00	1 50	0 50
"	Pale	3 25	2 50	1 50	....
Muskrat	Spring	0 25	0 18	0 15	0 03
Raccoon		1 50	1 00	0 50	0 20
Skunk		1 75	1 50	0 75	0 45
Weasel	White, 35 to 50c. for prime skins.				
Wolf	Timber	3 00	....	....	....
"	Prairie	1 25 to 1 50	0 75	0 35	....
Wolverine		5 00 to 6 00			

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, April 6, 1906.

With the commencement of April and the Summer freight rates a greatly increased business in all lines is felt. The activity of the previous week is being continued and large shipments are going out.

Some changes have been made in augur bits. On Irwin bits the new American prices have been adopted with discounts remaining the same. An increase has been made in Irwin car bits and boring machine augers, but the discount has been correspondingly increased.

Dry Surprise, dry sheathing and tar sheathing building paper have been lowered 5c., but other lines remain unchanged. An increasing demand in all papers is being experienced.

Wringers have gone up $3.00 per dozen all around, excepting Ajax wringers, which have advanced $6.00 per dozen. The increased cost of rubber, other material and labor, has necessitated this.

Cement prices are firm and a heavy demand is being felt by manufacturers, who are working to the limit to fill orders. Some manufacturers say a slight advance is not improbable before a great while.

AXES AND HANDLES—Ordinary amount of business being done. Prices remain firm.

CUTLERY AND SILVERWARE—Trade shows a continued improvement.

SPORTING GOODS—Business has been very fair.

WASHING MACHINES—Trade is fairly active at present.

CHAIN—Sales are fair. We quote: as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent. off.

POULTRY NETTING— Considerable activity is being felt in all lines.

GALVANIZED WIRE—We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE—An active business is done in barbed wire and accessories. We quote: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—A large amount of wire nails is being sold just now.

CUT NAILS—This line also shows greater sales.

HORSENAILS—Considerable activity in all lines. No price changes.

HORSE SHOES—Demand much the same as usual, with no changes. Market firm. We still quote. P.B. base, $3.65: "M.R.M. Co., latest improved pattern" Iron shoes, light and medium pattern. No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes 1 to 4, $7.00. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

SADDLERY—The usual amount of business is being done.

RIVETS AND BURRS—Some good sales are reported. Business steady.

SCREWS—Large quantities are now being used.

BOLTS AND NUTS—Prices are firm, business good.

CORDAGE—We now quote as follows: On binder twine, 500 feet, 10c. lb.: 550 feet, 11c. lb.; 600 feet, 12c. lb.; 650 feet, 13c. lb. Golden Crown, 500 feet, 9 3-4c. lb. On Gold Medal Brand (imported), 600 feet, 12 1-4c.; 650 feet, 13 1-4c. Discount for car lots. Manila, 15c.; British manila, 11 1-2c.; sisal, 10 1-2c.; double lathyarn, 10 1-2c.; single lathyarn, 10c.; sashcord, "Hercules," 30c. to 32c.; "Star," 36c.; cotton twine, 3-ply, 24c.; 4-ply, 29c.; calking cotton, 16 1-2 to 17c.; cotton waste, colored, 6 3-4c.; white, 9c.

CEMENT—Prices in cement are very firm and a large business is being done. We are quoting as follows: For carload orders, f.o.b., Toronto, Canadian Portland, $2.00. For small orders ex warehouse, Canadian Portland, $2.15 upwards.

FIREBRICK—Prices continue unchanged; English and Scotch firebrick, 27c. to 30c.; American low-grade, 22c. to 25c.; high-grade, 27 1-2c. to 35c.

BUILDING PAPER—An increased demand is felt as the building progresses. A lowering of 5c. has been made on some lines.

HIDES—There was a rise of a cent to two cents throughout the list on the first of the month. Quotations are:

Hides, inspected, steers, No. 1	0 11	
" " " No. 2	0 10	
" " cows, No. 1	0 10½	
" " No. 2	0 09½	
Country hides, flat, per lb	0 08½	
Calf skins, No. 1, selected	0 14	
" " No. 2	0 12	
Dekins	0 75	
Sheep skins	1 40	1 55
Horse hides, No. 1	3 25	3 50
Rendered tallow, per lb	0 04½	0 04¾
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 6, 1906.

During the past week stock metals have firmed up in every particular, and in some cases substantial advances in price have been made. The metal markets generally show a remarkably good demand for this time of year, and a decided tendency towards higher quotations in the near future.

In pig iron the prices we have been quoting for some time past are still ruling and are held very firm. In a couple of weeks, however, as soon as navigation on the St. Lawrence has opened some slight modifications will have to be made in price for import orders; that, however, will not by any means infer that the market is weakening.

Ingot tin has furnished the sensational feature of the week. Metal merchants here are firmly of the opinion that higher prices will very soon be in vogue. For the present an advance of 1-2c. over last week's prices hardly conveys any adequate idea of the vastly stronger market. It is reported on excellent authority that this jump is entirely a healthy one, being caused purely by shortage in supplies.

Copper is even stronger than last week, although prices are not changed. American advices are that there will be a noticeable scarcity, and it is predicted that great difficulty will be experienced in filling deliveries for requirements.

Pig lead has again been fluctuating, but the tendency at the present time is somewhat firmer and it is expected that higher prices will be asked shortly. This metal is much firmer than last week, but is quoted at the same prices.

Antimony is in a worse condition than ever before. There has been a tremendous demand for it on the local market, but stocks of any kind of antimony are practically bare and it will be impossible to renew them from the manufacturers before July at the earliest. All the local jobbers state that they could have sold many times the quantity of their stock this winter, if they had been able to get it.

The only ingot metal to show any weakness during the week has been zinc spelter, which is quoted somewhat lower than at our last report. This does not make any great difference in the state of affairs, as sales of zinc at this time of the year are usually small.

CANADA PLATES—We quote as follows: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75; galvanized, 52's, $4.10; 60's, $4.35.

COPPER—A scarcity is considered a possibility in the very near future and the market this week is very firm. We still quote: Ingot copper, 20 1-2c. to 21c.; sheet copper, base sizes, 25c.

INGOT TIN—This metal shows more strength than any other on the market, and from present appearances the dealers are looking for greatly enhanced values during the coming summer. It is stated that there is a general shortage of supply which will make it difficult to obtain deliveries. We quote this week: 41c. to 41 1-2c.

PIG LEAD—In spite of fluctuations in value, which are still in order, the market this week is considerably firmer than at the same time last week. We still quote: $4.40 to $4.50.

PIG IRON—We quote as follows:

"Dom.," No. 1.	$19.50 to $20.00	delivered	Montreal.
Usual difference in price for ower grades			
Ferrona No. 1	$19 50	delivered	Montreal.
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	24.00	"	"
" (special)	23.00	"	"
" No. 3 (soft)	22 75	"	"
Summerlee No. 1	25.00	"	"
Clarence No. 1	20.00	"	"
" No. 3	19.50	"	"

BOILER TUBES—Our prices: British and American tubes, 1 1-2 inch, 8 1-2c.: 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch. 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.: 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's. 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c.

MERCHANT STEEL — We are still quoting as follows: Sleigh shoe, $2.17 1-2; tire, $2.27 1-2; spring, $2.75; toecalk, $2.82 1-2; machinery iron finish, $2.27 1-2; ruled machinery steel, $2.75; mild, $2.17 1-2 and upwards: square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices are as follows: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78: 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch. $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON — Last week's advance of 10c. on all gauges and sizes has been steadily maintained and we still quote as follows: Queen's Head, 28 gauge, $4.35; 26 gauge, $4.10; 22 to 24 gauge, $3.85; 16 to 20 gauge, $3.60; Apollo, 28 gauge, $4.20; 26 gauge, $3.95: 22 and 24 gauge, $3.95; 16 to 20 gauge, $3.95; 22 to 24 gauge, $3.70; 16 to 20 gauge, $3.45; Comet, 28 gauge, $4.20 to $4.45; 26 gauge, $3.95; 22 and 24 gauge, $3.70; 16 to 20 gauge, $3.45; Bell brand, 28 gauge, $4.30 to $4.35; Fleur-de-Lis, 28 gauge, $4.20; 26 gauge, $3.95; 22 and 24 gauge, $3.95; 16 to 20 gauge, $3.95; 22 to 24 gauge, $3.70; 16 to 20 gauge, $3.45; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.05; Sword and Torch, 28 gauge, $4.15; in less than case lots, 25c. extra.

BLACK SHEETS—We quote as follows: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge. $2.30; 8-10 gauge, $2.45.

ANTIMONY—Prices in British markets have gone up to a phenomenal figure, and at that it is almost impossible to fill requirements. Canadian dealers report their stocks to be very light, with no possibility of replenishing them with new supplies before June or July. We are quoting: 19c. to 19 1-2c. for Hallett's.

TIN PLATES—Our prices remain as follows: Cokes, base size, i.c. 14 x 20, $4; charcoal, base size, i.c. 14 x 20, $4.25.

TERNE PLATES — The prevailing price is $7.

INGOT ZINC—The market this week is somewhat easier. The demand is seasonably small, and we quote: 6 3-4c. to 7c.

SHEET ZINC—We are still quoting: $7.50 in casks; $7.75 in less than casks.

SHEET LEAD—Our prices: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

BAR IRON — We are still quoting: $2.05, f.o.b., Montreal.

OLD MATERIAL—Metals are much stronger again and advances have been declared in both the metal and rubber markets. Practically all lines of metals are demanding higher prices this week, and in the rubber market, where a lowering of prices is generally looked for at this time of the year, quite the reverse has happened. This is owing to the peculiar Winter we have had, since there is likely to be less rubber collected, and it will no doubt be in dealers' hands earlier than usual. Manufacturers, therefore, are advancing a little now in expectation of not getting so much later on when the collections usually come in. We quote: Copper wire, 15c.; light copper, 14c.; heavy red brass, 13 1-2c.; yellow brass, 10c.; light brass, 7 1-2c.; lead, 3 1-4c.; zinc, 4c.; machinery cast scrap, $13.50; wrought scrap, $12; stove plate scrap, $11; mixed rags, 90c. to $1 per 100 lbs.; old rubbers, 7 1-2c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto April 6, 1906.

The coal strike and its effects are the chief topic for discussion amongst metal men this week, the general impression being that the strike will not last long. If the strike resolves itself, however, into a long drawn out contest between the full pocket books of the mine owners and the empty stomachs of the miners, defeat for the men is considered certain, coal dealers and operators being the chief gainers by jumping prices up. So far hard coal has remained sationary and the large stocks on hand indicate that prices will remain steady for some time. On the other hand soft coal is fluctuating daily and it is unsafe to quote prices more than a day ahead.

Bar iron has been advanced 10 cents and Midland and Hamilton pig is also quoted higher. In some quarters mill men who are not booked ahead are willing to make concessions on large orders to get business, but the general tone of the market is strong with a feeling that prices will be well maintained and even firmer conditions materialize.

The great strength shown in outside markets makes it comparatively easy to do business as prices are more stationary here than in markets where foreign quotations are followed daily. Ingot tin is held at record prices outside, but local dealers have not made any change. Antimony is up to 20 cents, over double what it was a year ago.

PIG IRON — Orders are fair and prices very firm. The mills which are booked for a long time ahead are holding out for higher prices.

Middlesboro, f.o.b., Toronto	$21 50	$22 50
Hamilton, No. 1, at furnace		21 00
" No. 2, "		20 50
Midland, No 1, "		21 00
" No. 2, "		20 50
Radnor, at furnace		30 00
Londonderry, f.o.b. Toronto, No. 1		22 00
" " " No. 2		21 50

BAR IRON—Local dealers have followed advances made some time ago in outside markets and we now quote: $2.20 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Record prices are being asked elsewhere, but the effect has not been felt yet other than to increase the demand. We still quote: 40c. per lb.

TIN PLATES — Demand keeps up satisfactorily and the market is very strong.

GALVANIZED SHEETS — A better demand exists and prices continue the same.

BRASS—A probable scarcity of copper, together with the higher prices now ruling, makes brass firm and strong.

BOILER PLATES AND TUBES—The demand is reported steady, and we quote as follows: Plates per 100 lbs., $2.20; heads, per 100 lbs., $2.45; tubes. per 100 feet, 1 1-2 inch, $8.50; 2, $8.70; 2 1-2, $10.50; 3, $11.80; 3 1-2, $15.80; 4, $20.00. Terms, 2 per cent off.

LEAD—The market is very firm and many dealers look for higher prices. We still quote: Canadian pig lead at $4.40 and English pig at $4.65 per 100 lbs., with bar lead at $5 per 100 lbs.

ZINC SPELTER—The market is very active, the demand being strong and prices firm. We still quote as follows: 7 1-4c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

COPPER—A stronger demand is evident and prices held strongly with some talk of a shortage being likely. We still quote as follows: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

ANTIMONY — With no stocks on hand and a strong demand in evidence prices have gone up again and 20c. is now being quoted. A year ago only 9c. was being asked.

OLD MATERIAL—Scrap iron and old metals were not in such demand during the Winter that has just gone, as in other Winters. The almost entire absence of snow had the effect of lightening the shipments and lowering the price of old metals owing to the freedom with which transportation was carried on between the producing points and the mills. The demand, however, is holding very steady even under these conditions, as the price of pig iron has been firm and higher. Old brass and copper is experiencing an upward tend-

ency at present in sympathy with the increased ingot prices, and dealers say they have a market for far more than they are receiving. As it is, all metals are more active than is usually the case at this time of year, and the probabilities are that prices will remain fairly firm for some time. Dealers' buying prices are as follows: Heavy copper and wire, 15c. per lb.; light copper, 13 3-4c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8 1-2c. per lb.; tea lead, $3 per 100 lbs.; heavy lead, $3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, $10 to $10.50, No. 2 wrought $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel $5; old rubbers, 7 1-4c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—The strike has caused soft coal to fluctuate, and all kinds of high prices are being asked. The quotations below, therefore, are merely nominal. Prices are unchanged.

Anthracite in cars at bridges, egg, stove and nut, $5.50; grate, $5.25; pea, $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; 3-4 inch, $1.40, run of mine, $1.30, nut, $1.25; N.P. and S., $1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at the bridges: 1 1-4 inch, $2.60; 3-4 inch, $2.50; mine run, $2.40; slack, $2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

U.S. IRON AND METAL TRADES.

From the Iron Age, April 4, 1906.

There is a good deal of perplexity in the trade over the best course to pursue in view of the labor troubles in the bituminous and anthracite coal fields. To the iron trade at large the production of bituminous coal is a much more important matter than the supply of anthracite. The anthracite furnaces, nearly all of which use a considerable part of coke in their mixtures, will be somewhat embarrassed and may face a partial stoppage. To what extent this will be offset by a decline in the consumption as the result of coal scarcity cannot be well determined so early.

There has been some buying of pig iron by steel works and foundries as a protection against a protracted strike, but the movement has reached only moderate proportions. There has been more interest in the market, however, quite irrespective of this phase of the situation. The foundry trade is on the tiptoe of expectation over the outcome of the bids for 12,000 tons of iron for the Westinghouse interests.

The Steel Corporation has bought a little Bessemer iron and is expected to purchase more soon for April requirements. The furnaces of the corporation have broken all records during March, having made in that month 1,001,226 tons, as compared with the best previous achievement, 947,476 tons, in October, 1905. The production of Bessemer and open hearth steel ingots, too, was greater in March than ever before. It amounted to 1,268,933 tons, as compared with the best previous record of 1,179,267 tons in January.

The rail mills are under increasing pressure and it is becoming a serious problem how to arrange rolling sheets so as to meet deliveries far toward the end of the year. Reports are current that at least one large system is seeking relief by turning to foreign rail makers, hopeless though that step may seem. During the past week sales have aggregated about 35,000 tons in moderate sized lots.

The structural mills are crowded and some very good business is coming up. There are now in the market four railroads whose aggregate requirements of bridge work foot up to 25,000 tons.

After a protracted meeting last week the manufacturers of steel bars have reaffirmed prices. It is understood, however, that an adjustment on season contracts has been made with agricultural implement makers.

LONDON METAL MARKETS.

From Metal Market Report, April 4, 1906

PIG IRON—Cleveland warrants are quoted at 48s. 4d. and Glasgow standard warrants at 48s. 4d, making prices as compared with last week 1d. higher for Cleveland warrants and 1d higher for standard warrants.

TIN—Spot tin opened strong at £174, futures at £168 10s., and after sales of 420 tons of spot and 260 tons of futures closed easy at £172 5s. for spot, £169 for futures, making price compared with last week £4 higher on spot and £2, 12s. 6d higher on futures.

COPPER—Spot copper opened firm at £84 15s., futures £82 5s., and after sales of 100 tons of spot and 25 tons of futures, closed easy at £84 5s. for spot, and £82 5s. for futures, making price as compared with last week same on spot and 10s. higher on futures.

SPELTER — The market closed at £25 2s. 6d, making price as compared with last week 7s. 6d higher.

LEAD—The market closed at £15 12s. 6d, making price as compared with last week 5s lower.

Nova Scotia Trade News.

Halifax, N.S., April 4.

Trade was never better in Cape Breton than this season. The hardwaremen who have representatives in that district say that the business from that district is beyond expectations, and the travelers report that the industrial development is greater than has been. New mining properties are being opened, and the old properties are being developed more extensively than ever. The miner was never in so prosperous condition, and everything points to a banner year in the great coal producing region of the Dominion.

* * *

The local hardware markets are very steady, and prices show little change. Lead pipe has dropped ten cents per hundred pounds, and is now quoted at $5.60 per hundred pounds. The manufacturers have advanced the price of nets, but the jobbers here have not as yet made any change in the price. They have held a meeting when the matter came up for consideration, but they failed to agree on a price. A meeting of the Maritime Hardware Association will be held at St. John this week, when the question of fixing the price will be settled. It is probable that Messrs. Sterns and Robertson, of Halifax, will attend the meeting.

* * *

Trade is good in all lines, such as are in demand in the Spring. The sales of barbed and plain wire for fencing are very heavy; $2.65 per hundred pounds is the price quoted.

* * *

All records were broken at the Dominion Iron and Steel Company's plant last week, when one shift in twelve hours turned 1,112 finished rails. The preceding day shift rolled out 915 rails, which made a grand total of 2,027 rails for 24 hours' work. It is stated that the output for the twelve hours night shift beats all Canadian records for a like working time, being considerably in excess of the best which has so far been done at the "Soo." The hourly output at the mill, day in and day out, averaged 150 rails, the greatest number turned out in that space of time being 180. The men claim that they could easily surpass the world's record for rail making if the open hearths could keep them continually supplied with fuel.

* * *

The coming Summer promises to be a busy one for the Dominion Coal Co., both in respect to output of coal and development. The sinking of a new shaft at Reserve close to the present bankhead is now well under way. This will again tap the Emery seam, and when completed will be the fourth shaft which the Reserve mine is operating. Recently the work of sinking a new shaft at International colliery at Bridgeport was begun for pumping purposes. Upon the sinking of this shaft to a depth of three hundred feet, the water will be taken from the International colliery by means of tanks, and this will allow the discontinuance of the pumping system, which will materially lessen the expense of the colliery. It is also reported that the company has in contemplation the sinking of a shaft in the same vicinity to tap the Emery seam at a depth of about 700 feet. This work will be of the greatest importance to Bridgeport, as it will greatly increase the output of the International colliery.

* * *

The Mabou and Gulf Coal Co. have about 125 men working at their colliery getting it in condition for a large output, which will be taken from the new seam. The company also have fifty men employed in dismantling the trestle and converting it into a new coal pier on the top of the wharf in Cape Breton. The name of the coal will be the "Mabou Diamond Coal."

Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, April 6, 1906.)

Office of HARDWARE AND METAL
Room 511, Union Bank Building,
Winnipeg, Man.

Abbreviated Market Notes for Current Week.

Pig Lead—Advanced 15c. per cwt.
Turpentine—Advanced 3c. per gallon.

Spring business continues very active, local jobbing houses reporting the volume of business much larger than in former years. Except for the advances in pig lead and turpentine, noted above, there have been no changes of importance in the price lists.

GAME TRAPS—Discounts are now as follows:

H. & N., discount	50 and 5 p.c.
Victor, "	65 and 10 p.c.
Newhouse, "	35 p.c.
Bear	$7 each

SCREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows:

Cold blast lanterns	$5 25 per doz.
Coppered cold blast lanterns	7 25 "
Cold blast dash "	7 75 "
Lift Lanterns	4 25 "

BLUESTONE—Selling well at $6.25 to $6.50 per cwt.

WIRE—Prices are steady. We quote:

Barbed wire, 100 lb				$2 90
Plain galvanized, 6 to 8	$3 39	9	$2 50	2 90
" " 10	3 50	12		3 10
" " 13	3 20	14		3 90
" " 15	4 45	16		4 60
Plain twist				3 00
Staples				3 50
Oiled annealed wire, 10	$2 96	11		$3 02
" " 12	3 10	13		3 20
" " 14	3 30	15		3 45

Annealed wires (unoiled) 10c. less.

HORSESHOES—Quotations are as follows:

Horseshoes, iron, No. 0 to No 1	$4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 65
Steel, No. 0 to No. 1	5 00
No. 2 and larger	4 75

HORSENAILS—Revised list and discounts are now as follows:

	per lb.		per lb.
No. 10	$0 20	No. 6	$0 28
" 9	0 22	" 5	0 32
" 8	0 24	" 4	0 40
" 7	0 26		

Discounts are quoted as follows: "C" brand, 40, 10 and 7 1-2 per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Price is now $2.70 per keg.

PRESSED SPIKES—Prices are as follows:

Pressed spikes, ¼ x 5 and 6	$4 60
" " 5-6 x 5, 6 and 7	4 25
" " ¾ x 6, 7 and 8	4 10
" " 7-16 x 7 and 9	4 00
" " ½ x 8, 9, 10 and 12	3 90
" " ⅝ x 10 and 12	3 75

SCREWS—Discounts are as follows:

Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.

NUTS AND BOLTS—Discounts are unchanged and continue as follows:

Bolts, carriage, ⅜ or smaller	60 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	55 and 5 p.c.
" 7-16 and over	55 p.c.
Bolts, tire	65 p.c.
Bolt ends	55 p.c.
Sleigh shoe bolts	65 and 10 p.c.
Machine screws	70 p.c.
Plough bolts	55 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "

RIVETS—Quoted now as follows:

Rivets, iron	60 and 10 p.c.
Copper, No. 8	34½
" No. 12	40

COIL CHAIN—Unchanged in price. We quote:

Coil chain—

3-16 inch	$5 25	¼ inch	$7 20
5-16 inch	5 20	⅜ inch	4 60
7-16 inch	4 45	½ inch	4 30
⅝ inch	4 10	¾ inch	4 00

SHOVELS—Discounts on spades and shovels continue 40 and 5 per cent.

HARVEST TOOLS—Discounts are now 60 and 5 per cent.

AXE HANDLES—Quoted as follows:

Axe handles, turned, s.g. hickory, doz			$3 15
No. 1	1 90	No. 2	1 60
Octagon extra	2 30	No. 1	1 60

AXES—Prices quoted as follows:

Bench axes, discount off list	40 p.c.
Broad " "	25 p.c.
Royal Oak, per doz	$ 6.25
Maple Leaf, "	8.25
Model "	8.50
Black Prince "	7.25
Black Diamond "	9.25
Standard Flint Edge, per doz	8.75
Copper King, per doz	9 00
Columbian, "	10.75
Handled axes, North Star, per doz	7.75
" " Black Prince, per doz	9.25
" " Standard Flint Edge, per doz	10.50
" " Copper King, per doz	11.00

BUTTS—The discount on wrought iron butts is 70 per cent.

CHURNS—The discounts from list prices are 45 and 5 per cent.

CHISELS—Quoted at 70 per cent. off list prices.

AUGER BITS—The discount has been increased to 70 per cent. off list.

BLOCKS—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

FITTINGS—Discounts continue as follows:

Wrought couplings	60 p.c.
Nipples	65 and 10 p.c.
T's and elbows	10 p.c.
Malleable bushings	50 p.c.
Malleable unions	55 p.c.

GRINDSTONES—The price is now 1 3-4c. per lb.

FORK HANDLES—The discount is 40 per cent. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 per cent. off list prices.

HOOKS—Prices are quoted as follows:

Brush hooks, heavy, per doz	$8.75
Grass " per doz	1.70

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 per cent.

WASHERS—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

WRINGERS—Prices are as follows:

Royal Canadian, per doz	$30.00
R. B., per doz	34.75

FILES—Discounts are quoted as follows:

" Arcade "	75 p.c.
" Black Diamond "	60 p.c.
" Nicholson's "	62½ p.c.

BUILDING PAPER—Prices are as follows:

Plain.		Tarred.	
Joliette	40c.	Joliette	65c.
Cyclone	55c.	Cyclone	80c.
Anchor	55c.	Anchor	65c.
Pure fibre	60c.	Pure fibre	80c.

TINWARE, ETC.—Quoted as follows:

Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	30 p.c.
Japanned ware	37½ p.c.
Enamelled ware, Famous	50 p.c.
" Imperial	50 and 10 p.c.
" " (one coat)	60 p.c.
" Premier	50 p.c.
" Colonial	50 and 10 p.c.
" Royal	60 p.c.
" Victoria	45 p.c.
" White	45 p.c.
" Diamond	50 p.c.
" Granite	60 p.c.

CORDAGE—Quotations are as follows:

Rope, sisal, 7-16 and larger, basis	11 25
Manila, 7-16 and larger, basis	15 75
Lathyarn	11 25
Cotton rope, per lb	00 21

SOLDER—Quotations now at 24c. per lb. with concessions for large quantities.

VISES—Prices are quoted as follows:

" Peter Wright," 30 to 34	14½c. per lb.
" " 35 to 39	14c. "
" " 40 and larger	13½c. "

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNTION, ETC.—We quote:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol	30 p.c.
" military	20 p.c.
Ammunition, cartridges, American R.F.	33⅓ p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells:

Dominion Eley's and Kynoch's soft, 12 gauge.	
black	16 50
chilled, 12 gauge	17 50
soft, 10 gauge	19 50
chilled, 10 gauge	20 50
Shot, Ordinary, per 100 lb	7 00
Chilled	7 50
Powder, F.F., keg, Hamilton	4 75
F.F.G., Dupont's	5 00

IRON AND STEEL—We quote:

Bar iron (basis)	2 70
Swedish iron (basis)	4 75
Sleigh shoe steel	2 75
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	9 50
Jessop	13 00

SHEET ZINC—The price is now $8.50 for cask lots, and $9.00 for broken lots.

RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

MUNRO WIRE WORKS, Limited

NEW GLASGOW, N.S., AND WINNIPEG, MAN.

PAINT SPECIALTIES

Are money makers and should not be overlooked when stocking up. We carry a large assortment in neat and attractive tins.

SAMPLES AND PRICES ON APPLICATION

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON WINNIPEG

WINNIPEG CEILING and ROOFING CO.

Manufacturers of

Corrugated Roofing and Siding, Metal Ceilings, Cornices, Etc.

WINNIPEG, - MAN.

PILKINGTON BROS., LIMITED

(WORKS: ST. HELENS, ENGLAND)

BRITISH PLATE AND WINDOW GLASS

ALSO

Wired Rolled · Wired Polished Plate · Prismatic Glass

Figured, Rolled and Cathedral · Rolled Glass

Muffled, Obscured and Enamelled Glass · Plain and Bevelled Mirrors, etc.

Prices on application. FULL STOCK IN OUR WINNIPEG WAREHOUSE.

OFFICE AND WAREHOUSE: 157 MARKET ST., - - - **WINNIPEG, MAN.**

P.O. Box 164. Telephone 3271.

Also Montreal, Toronto and Vancouver

THE CANADIAN BRONZE POWDER WORKS

R. E. THORNE & CO.

The only bronze powder works under the British flag.

High grade bronze powders and bronze liquids.

Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

BURLAPS

Complete new stock now in of Fab-Ri-Ko-Na and Plain Burlaps.

You will be able to handle some of these goods this Spring.

Plain Sized — All ready to put on the Wall; can be stained or painted. Rolls 36 to 90 inches wide, 30 and 60 yards long.

Plain Drab—This line has one coat of paint, and proves a great saving to the decorator. Rolls 36 to 90 inches wide, 30 and 60 yards long.

Fab-Ri-Ko-Na—Undoubtedly the finest Wall Covering made; absolulely permanent colors; seven popular shades carried in stock. Rolls 36 inches wide, 50 yards long; 54 inches wide, 30 yards long.

We shall appreciate your request for further information and sample book, if interested.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG, CANADA

PIG LEAD—The price has been advanced to $5.00 per cwt. in small lots and $4.75 per cwt. in ton quantities.

IRON PIPE—Quotations are:

Black iron pipe, ¼ inch	2 55
Black iron pipe, ⅜ "	2 85
" ½ "	3 15
" ¾ "	4 00
" 1 "	5 75
" 1¼ "	7 85
" 1½ "	9 40
" 2 "	12 90

GALVANIZED IRON — Quotations are:

Apollo, 16 gauge	3 90
18 and 20 gauge	4 10
22 and 24 gauge	4 45
26 gauge	4 40
28 gauge	4 65
30 gauge or 10¾ oz	4 95
Queen's Head, 24 gauge	4 65
26 gauge	4 65
28 "	4 90

TIN PLATES—We now quote as follows:

Tinplate, IC charcoal, 20 x 28, box	9 50
" IX "	11 50
" XXI "	13 50

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices are steady since the reduction noted recently. We quote:

Canada plate, 18 x 21, 18 x 24	3 15
Canada plate, 20 x 28	3 40
Canada plate, full polished	3 90

BLACK SHEETS—Prices are:

Black Sheets, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

PETROLEUM AND GASOLINE — Prices are steady. We quote:

Silver Star, per gal	21½c.
Sunlight "	22½c.
Eocene "	24½c.
Pennoline "	25½c.
Crystal Spray "	24½c.
Silver Light	22½c.
Gasoline, 70-72 (Engine)	25½c.

(In barrels f.o.b. Winnipeg.)

PAINTS, OILS AND TURPENTINE —Turpentine has been advanced 3c. per gallon. We quote:

White lead (pure)	$6 50
Bladder putty, in bbls	0 02½
" " in kegs	0 02¾
Turpentine, pure, in barrels	1 07
Less than barrel lots	1 12
Linseed oil, raw	0 66
Boiled	0 69

WINDOW GLASS—We quote:

16-oz. O.G., single, in 50-ft. boxes—

16 to 25 united inches	$2.25
26 to 40 "	2.40

16-oz. O.G., single, in 100-ft. cases—

16 to 25 united inches	4.00
26 to 40 "	4.52
41 to 50 "	4.75
51 to 60 "	5.25
61 to 70 "	5.75

21-oz. C.S., double, in 100-ft. cases—

26 to 40 united inches	7.35
41 to 50 "	8.40
51 to 60 "	9.45
61 to 70 "	10.50
71 to 80 "	11.55
81 to 85 "	12.60
86 to 90 "	14.75
16 to 95 "	17.30
90 to 100 "	

The farmer wants that new set of harness with which to start off the Spring work. Sell it to him.

British Columbia Trade News

"In 1910
Vancouver then
Will have 100,000 men."

This is the slogan of the new "100,000 Club," organized this week to bring the population of the Terminal City up to the hundred thousand mark in the present five years. It means doubling the present population, a feat not impossible, in view of the rapid growth of recent years, and indications of future development, not only locally, but in the big Canadian Northwest provinces, where the new settler comes in like the cloud of locusts into the fat lands of Egypt.

If lumber demands from the Northwest are any indication the boom in the prairie provinces is something almost without precedent in the big west, the land of big booms. Every mill on the Pacific Coast has its full cutting capacity taken up for weeks and months ahead with orders, and all are getting ready to cut night and day. The mills of the Mountain section of the province are experiencing the same kind of lively business and still the orders keep rolling in. One lumber broker this week turned down orders for 60 cars, all ordered on straight list prices, because he could not get a mill to take them. Many mills are only accepting orders for delivery after July 1, and practically all the dealers in the Northwest are unable to get half the quantity they require for immediate demands. The conservative estimates of the influx of new population into the two new provinces, Saskatchewan and Alberta, fix the figure at 250,000 people for the present season, and thousands of these are there already, early as the season is for beginning operations. Many of these people were in the country last year deciding on locations, and they either bought or homesteaded land, and have now returned with families and possessions. The first thing they want is lumber to build houses and buildings with, before the active farming operations begin next month. Every line of railway in the Northwest is crowded with trains of settlers' effects, and this demand alone has been quite a factor in causing shortage of cars. Early as it is in the season, the railway companies here are pressed with orders for cars, and not a moment's grace is allowed for unloading when car reaches Vancouver or any other coast point. They are all wanted for the lumber trade and as soon as merchandise is out of them they are spotted on the many mill sidings and filled with lumber to rush back to the prairie.

* * *

The prospect is that immediate developments may be looked for in the way of new mills. Several are already projected, and so favorable is the outlook for a continuation indefinitely of the big demand that it is certain large capital will shortly be invested in entirely new lumber mills. The present capacity of all the mills of the province if doubled could not any more than take care comfortably of the possible trade now offering. The big railway construction to be undertaken in pushing the new transcontinental line, the Grand Trunk Pacific, is a factor too, in the lumber trade, which will for several years mean a great deal to the lumber industry in B. C.

Another new mill is to be erected at New Westminster on the Fraser River, close to the old Ross-McLaren mill now owned and operated by L. W. David. A block of water frontage on the Fraser River, close to Mr. David's mill has recently been purchased at the low figure of $75 per acre, for a site. As both C.P.R. and G.N.R. railways run past the property and the mighty Fraser runs in front of it, the situation is ideal for a splendid export mill. Deep water vessels can be towed right to the frontage, and the fact that the teredos do not operate in fresh water makes it possible to store logs there indefinitely, which is impossible in salt water on this coast. The improvement of the Fraser River Channel to the sea makes it easy to tow sailing ships in, the Fraser River sawmill having already loaded two vessels at their mill, no lightering being necessary. The towage and other harbor dues, such as pilotage, are no more, or very little more, than on Burrard Inlet.

* * *

In all sections of interior B. C. similar activity in exploiting new enterprises exists, as now on the coast. In the Crow's Nest Pass section of Southeast Kootenay, John R. Booth, the veteran lumberman of the Ottawa River, has had well-known timber experts cruising every available area, and no doubt he will soon formulate some active campaign.

The Fernie Lumber Co. has undergone some changes in the personel of the owning stockholders. L. M. Proctor's half interest has been purchased by Americans, the consideration being $37,000. The buyer is James M. W. Hall, of Boston, president of the Machias Lumber Co., of Machias, Maine. Mr. Hall accompanied by his son, H. B. Hall, and his nephew, M. A. Hall, and A. R. Ames, also of Machias, Maine, made a personal visit to the country and concluded the purchase. It is stated that they are also negotiating for the other half interest in the concern, now owned by J. McDougall.

The big limits surrounding Violin Lake, near Rossland, have also been acquired by Americans. Messrs. Ealey, Yonkey and Smith, Michigan lumbermen, have bought the timber, the former owners being G. M. Annable and associates, of Moose Jaw, Saskatchewan, who have held them two years, cleaning up a big sum in the advance. The new owners will build a big mill at Trail, the C.P.R. smelter town.

On the eastern slope of the Rockies, away to the northern limit of the province of B. C., Edmonton people, associated with American capital, are preparing to exploit timber, bringing it down the Upper Saskatchewan to Edmonton.

Considerable activity is evinced in desirable business locations close to the harbor front in Vancouver at the present time, owing to what appears to be well-founded rumor to the effect that not only are the Great Northern people buying up terminal locations, but that other American lines are looking to Vancouver also. Notably the C. M. & St. Paul is mentioned as definitely being in the field, having secured options on large areas on both sides of the harbor.

Of course every loyal Vancouverite is sure that the G.T.P. will come to Burrard Inlet also, and never content itself by seeking a coast outlet to the north, thus passing by all the big trade and shipping interests centred here.

That there will be great developments in the Windy Arm country, close to White Horse, and within easy reach of the White Pass Railway, is the expectation here, since the news has been made public that Wm. Mackenzie and associates of Toronto have paid $5,000,000 for the properties owned by Col. Conrad. Nothing but development work and in some cases only prospecting has been done, but the outlook is that the new camp on the shores of the northern lake will be a big factor in mining on this coast.

At least 15,000 tons per month by May 15, is the estimate of production of the Britannia mines, Howe Sound, made by Geo. H. Robinson, the managing owner. The ore is shipped to the company's smelter on Vancouver Island, and is there fluxed with other ores from mines the company is working on Prince of Wales Island on the northern coast. Even the 15,000 ton mark is not the limit this local company has set for its objective point.

In the interior, Rossland mines are looking better than ever, the improvement in ore values in different deep levels of the Le Roi being one incentive to increased interest. In the Boundary, the Granby and other properties are being worked with heavy forces, the ore production and consequent smelter returns increasing every week. The Granby mines alone, last week shipped to the company's smelter at Grand Forks, 17,014 tons, the total for the Phoenix district being 24,108 tons for the week.

New Brunswick Trade News

St. John, April 2.

The incorporation of the company to manufacture Stratton's babbitt metal was noted in this column some time ago. Mr. Joseph Stratton, one of the promoters of the company, in an interview recently given to a Moncton newspaper, stated that the company's business is rapidly increasing. Large orders, he said, are being received daily from concerns doing business both in the Dominion and across the border. The company's shipments are increasing steadily and the staff of the foundry, which is situated in Moncton, will shortly be made larger.

Hardwaremen in St. John are not all immune from the western fever. The last to profess his intention to take up life in the west is George Hamm. Mr. Hamm has been in the employ of Messrs. Emerson & Fisher for some years, part of the time as city traveler. It is understood that he has accepted the offer of a position with a Winnipeg hardware house. At all events it has been announced that Mr. Hamm will leave for the west very shortly.

Another man who has yielded to the attractions of the west is G. F. Hawkhurst. Mr. Hawkhurst is a north end man who has done a good business as a carriage repairer, etc. He will leave St. John in a short time.

The Enterprise Foundry, of Sackville, continues to make progress. A few years ago its stoves were comparatively little known. To-day they are sold not only in the province but through the west as well. Some seventy-five or so men are employed at the works.

Harold V. Vaughan was quite seriously injured in Glace Bay, C.B., a short time ago. He fell, striking with a good deal of force on the hard roadway. The result was a slight attack of concussion of the brain. He will not be able to go on the road again for several weeks according to present reckoning.

There has been nothing especially worthy of note in connection with the hardware trade in the province of late. Firm prices continue to rule with no prospects of any decrease in the immediate future.

As indicating a degree of the Winter port business done here — though this may be aside from the strict scope of a hardware paper—it may be said that between November 21, 1905, and last Saturday the cargoes of 84 steamships have been filed at the Custom House. These vessels took away goods valued at $17,757,047. Included in the above are three sailings for South Africa. These boats carried away goods to the value of $987,606. There were 99 sailings during the whole of the season of 1904-5, with a total valuation of shipment of $13,706,877. The figures given for this year show that the shipments so far are $4,050,170 greater than those of last season.

lathing

If you are catering to the Building Trade you know that builders who have once used "Hayes" Metallic Lathing cannot be induced to use any other. Its grip upon the mortar is so tenacious that it takes but half the quantity required by wood or cheap metal lathing, makes partitions much narrower and has a lightness, rigidity and freedom from "buckling" found in no other make of metal lathing. It's fireproof, ratproof and sanitary. No live builder should overlook the superiority of "Hayes" Metallic Lathing.

OUR NEW $10,000 CATALOGUE

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipuation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

THE METALLIC ROOFING CO.
OF CANADA, Limited
(Established Twenty Years)
Toronto and Winnipeg

We also manufacture:
"Eastlake" Metallic Shingles
"Metallic" Ceilings and Wall Plates
"Metallic" Cornices, Skylights and Ventilators
"Metallic" Sheet Metal Fronts
"Metallic" Siding (Stone, Brick, etc.)
"Impervia" Fireproof Windows
"Empire" Metallic Shingles
"Metallic" Crestings and Finials
"Metallic" Corrugated Iron
"Metallic" Eavetrough and Conductor Pipe
"Metallic" Pressed Zinc Ornaments
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

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Business Changes

Quebec.

Colas & Charest, Montreal, painters, registered.

T. Girard & Co., stoves, Montreal, registered.

Hogue & Fils, plumbers, Montreal, registered.

St Jean & Co., painters, Montreal, registered.

F. F. Froidevaux, manufacturer of stoves, etc., deceased.

Gagnon & Frere, electricians, dissolved, and Joseph O. Gagnon registered.

Manitoba and Alberta.

Scott Bros., hardware merchants, Newdale, Man., burnt out.

Glenwright Bros., Winnipeg, Man., assigned to John W. Lord.

Pollock & Erb, tinsmiths, Wetaskiwin, Alta., have dissolved with Pollock continuing.

George Thompson, hardware merchant, Elkhorn, Man., has sold out to Fred Lambert.

New Brunswick.

Hayward & Co., metals, etc., Moncton, registered.

British Columbia.

S. W. Chambers, hardware, etc., North Vancouver, deceased.

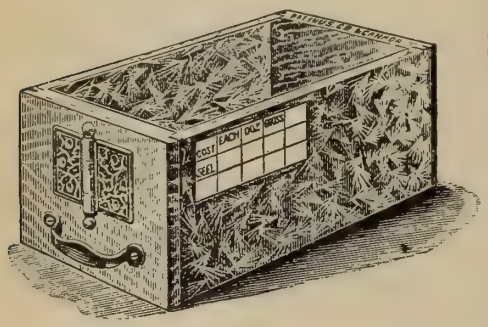
Dealers are realizing more and more the advantage of ordering a full line early. It is annoying to find you are out of something called for by a customer and then have to wait to get it from the jobber.

HARDWARE SHELF BOXES.

The Bennett Patent Shelf Box, which is well known to a great many hardware dealers in Canada, scores of merchants having installed the Bennett system, is now being manufactured in Toronto.

The box has a metal body and wood at front and back. The metal sides make a stronger box and save at least 20 per cent. shelf room. It will not shrink or crack like a wooden drawer. It is very firmly put together. The metal is embedded in the wood by a patented process and secured by steel brads driven from the inside through wood and metal, thus making a box that has no nails or roughness to tear the hands or shelving and so strong as to be practically unbreakable. The cost of fitting up a store with these metal boxes and drawers is much less than if all wood were used.

Another feature of the box is the



price card on the side. This is fitted in a depression and so cannot get dirty or defaced.

A neat little folder has been issued by the company giving full information as to price and different finishes in which the box is made. Address all enquiries to Bennett Metal Shelf Box Co., 85 Richmond street west, Toronto.

THE AUTOMOBILE SHOW.

The Automobile Show which has been open in Toronto during the present week marks an important event in mechanical progress in Canada, the Canadian cars on exhibition standing favorable comparison with imported American and European cars. There were 60 different models on exhibition, representing 21 different makes—Canadian, American and foreign—besides the exhibits of 33 motor boat, marine engine and accessory manufacturers and dealers. Of these exhibitors three are well known to the hardware trade, the Canada Cycle and Motor Company, Toronto Junction, manufacturers of the "Russell" automobile, bicycles and skates; S. F. Bowser & Co., Toronto, manufacturers of the Bowser self-measuring oil tanks; and John Millen & Sons, Montreal and Toronto, dealers in all kinds of automobile supplies and sporting goods.

To hardware dealers who have their eyes on the possible development of a trade in automobile accessories the motor show was most interesting.

Another motor show is to be held in the Mutual Rink, Toronto, next week, and in Montreal the week after.

FOUNDRY AND METAL INDUSTRIES

J. H. Fryer and others, of Galt, will go into the manufacture of malleable iron castings. They will be capitalized at $100,000.

The mica mines in Hastings county are being successfully operated, and a large quantity of mica is being marketed from them.

Crowe's Iron Foundry, Guelph, suffered a $20,000 fire loss on the 22nd. The varnish and paint department was completely destroyed.

A heavy output of ore is maintained over the whole Kootenay district. The total shipments for the last 12 months were 338,228 tons.

William Mackenzie has purchased for $5,000,000 the Conrad mines in British Columbia. These mines were bought last year for $160,000.

The annual report of the U. S. Steel Corporation, for 1905, just published, shows a gross earning of $585,000,000, and a net earning of $120,000,000.

The Charlottetown Foundry & Machine Co., of Charlottetown, P.E.I., have opened up their new foundry, and make a specialty of heating plants.

The Britannia mine's working force is being increased, and in a short time the copper output will be trebled. The present output is about 7,000 pounds per month.

The Burrill Foundry Company has secured a site in Brantford, and will build a factory thereon. It is expected that everything will be running by the 1st of June.

The Dominion Smelter at Boundary Falls, B.C., will be enlarged by the addition of a new furnace and an expenditure of $20,000 on machinery, which will increase the output to 1,200 tons per day.

The Arizona Camp Bay Co. will install a 125 ton capacity pulverizor in their mills at Kenora. It is claimed that a saving of 50 per cent. will be effected with half the former power used.

Recent explorations in Cape Breton have brought out the reports that some of the richest copper properties in the world have been found there. The Department of Mines has taken up the work of surveying.

Wm. Beech has returned to Winnipeg, after spending several months of exploration up near the Hudson Bay. He reports sections of that country to be rich in iron, mica and plumbago, as well as the precious metals.

Chas. Harrigan, acting for a Spokane syndicate, has taken an eighteen months' bond on the Humming Bird gold-copper property in British Columbia. A force of men will be put on at once to develop this property.

The Grand Trunk has asked the Government to permit 50,000 tons of steel rails to enter Canada free of duty. It is said that the rail mills of Canada have all they can do for twelve months, and are unable to fill this order.

The Pacific Coal Co., of Bankhead, Alta., are putting up a briquetting plant to handle the coal dust which at present goes to waste. Experiments have proved so successful that they feel warranted in putting in an $85,000 plant.

It is said in some railway circles that the steel ties will soon be extensively used. They cost about $2 to install, and need no further attention, as against from 30 to 90c. for wood ties, which must be frequently renewed.

Henry M. Whitney, of Boston; Horace Mayhew and Herbert Gladstone, son of the late W. E. Gladstone, are at the head of a company which purposes operating some large coal fields in Nova Scotia. They hold valuable options on coal lands.

The Canada Stove Works at Harriston are getting things in shape at their new foundry. The molding shops, machine shops and fitting room contain the latest improvements, and when completed it will be altogether a well equipped plant.

J. M. Moore, of Portland, Ore., is at the head of a body of men who purpose establishing a cyanide system of treating ores, in Victoria, B.C. The advantage of this process is that ores are treated at the mines instead of being sent to smelters.

J. A. Young, of Sydney, C.B., states that a barbed wire factory will be established at Sydney if the Dominion Government will put a tariff on barbed wire. The new enterprise would be financed by English capital and employ a large number of men.

The ironfounders of Hamilton have asked the molders to accept 10 per cent. cut in wages. The employers say that the west, which is the principal market, is being taken by American founders, who are near the market. The molders turned down the proposal, and asked for a 10 per cent. increase.

The Cockerill Zinc Co., of Missouri, and others, have filed a protest with the United States Board of General Appraisers against the American import duty on zinc coming from Canada and Mexico. If this duty is removed it will mean a great deal for British Columbia zinc miners, who formerly sold their output on the American market.

DEATH OF A VETERAN HARDWAREMAN.

In the death of F. X. Rastoul, who passed away last Saturday, the Montreal hardware trade has lost one of its veterans. The deceased, who was especially known for his upright character and charitable disposition, was born at St. Eustache, in 1830, and was for over fifty years connected with the hardware business. He was seigneur of St. Benoit, Two Mountains, and left a considerable fortune, the greater part of which was invested in real estate. A widow and two stepsons survive.

The funeral took place from his late residence, 554 St. Denis street, to Notre Dame Church, thence to Cote des Neiges Cemetery, and many prominent hardwaremen attended the service.

"DOMINION"

The hall mark of quality on

Bar and Hoop Iron
Polished Steel Sheets
Polished Canada Plates
Charcoal Tin Plates

A. C. LESLIE & CO
MONTREAL.

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Who is there that doesn't know about the sterling merits of

B. C. BRAND DRILL STEEL?

Every dealer ought to know about this steel.

B. C. Brand Drill Steel is manufactured by B. K. Morton & Co., Sheffield, Eng.

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The Agents at Victoria, B.C.—E. G. PRIOR & CO
The Agents at Toronto, Can.— BAINES & PECKOVER.
The Canadian Representative— D. W. CLARK, P.O. Box 521, Toronto, Can.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

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LIMITED
DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required: Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
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MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

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Manufacturer's Agent, Hardware and Metal Merchant

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Norway Iron, Steel, Galvanized Iron, Chains. Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

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NEW GLASGOW, N.S.

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Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
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GILBERTSON'S

COMET
Brand
GALVANIZED FLAT SHEETS

for any purpose where the best is needed. Wide awake jobbers handle this brand. They are well galvanized, true to gauge and especially soft for working up purposes. Every sheet bears the name "Gilbertson." That is a guarantee.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES.

PAINT, OIL AND BRUSH TRADES

METHODS OF WHITE LEAD MANUFACTURE.

In a recent article by United States Consul McNally, of Liege, Belgium, who investigated the various methods of white lead manufacture used in Europe, he states that the English system of recent invention is about to replace the Dutch, which has been in use in the United Kingdom for some time. The writer says :

The systems in vogue in Europe are styled the French, Dutch, and English. A short description of the three methods should prove of interest.

The Clichy, or French, method consists in dissolving litharge, or oxide of molten lead, in a large vessel (equipped with a mixer) in acetic acid. The litharge is transformed into saturne, or acetate of basic lead, which runs into a reservoir containing a deposit of nonsoluble matter. The solution of pure basic acetate passes again into a second reservoir, which, by a special arrangement, is brought into contact with a current of carbonic acid. Under the action of this gas the basic acetate dissolves into white lead (ceruse). The neuter acetate, which rises to the surface, is then drained off and returned to the large vessel for a second operation. The white lead deposit is gathered, washed, and dried, and is ready for the market.

The Dutch method employs the properties which the metallic lead contains to transform into lead carbonate, when, at a suitable temperature, it comes in contact with carbonic acid, oxygen, and vinegar vapors. At the bottom of a large vessel is deposited a mixture of vinegar and beer yeast, and hanging above, without coming into actual contact, are thin sheets of metallic lead rolled into spiral form. The vessel is closed with a lead plate covering and deposited in or surrounded with manure. The temperature thus acquired volatilizes the vinegar, which, aided by the oxygen, transforms the lead into a basic acetate. This, under the action of manure fermentation, decomposes into neuter acetate and white lead, which is separated as in the French method, above mentioned.

The English Method.

The English method about to be introduced puts the ground litharge into contact with a solution of oxide of lead and glycerine. This solution receives a current of carbonic acid and is then returned in a filter and the white lead separated. The deposit is washed and dried, while the solution is returned to the vessel for further use. It is said that the addition of glycerine has as its aim to delay the process and thereby produce a very pure and white article.

The Germans use the Dutch method with a slight modification. Instead of using the large vessel they substitute rooms specially built; on the floors of which is a solution of vinegar. The lead, in thin sheets, is hung over the deposit, which, under the influence of the vinegar vapor, water vapor, and carbonic acid, which is forced in, the white lead is produced.

An apparatus of recent invention regulates the introduction of the water vapor and carbonic acid into the rooms. The product under the Dutch and German methods is more opaque and covers more surface than that obtained under the French process. On the other hand, the latter combines better with the oils and enhances the colors. By the use of a very pure carbonic acid, the French have lately succeeded in obtaining a product almost identical with the Dutch article. For some time past this article has also been produced by electricity.

The annual production in England amounts to 17,000 tons, France the same, Italy about 4,000 tons, and the United States about 30,000 tons.

AUSTRALIAN WONDERS IN PAINT PRODUCTION.

In the course of the recent tariff investigation in Australia, it was stated by a prominent merchant that South Australia could supply the whole of the Commonwealth market for paints, if sufficiently protected. The present duty of 5 per cent., he said, should be advanced to 40 per cent. South Australian paints, he added, had taken a gold medal in London. The paint material deposits (all iron colors) are said to contain thirteen leading shades. An apparently inexhaustible lode, twenty feet wide, is at Blumberg, only thirty miles distant from Adelaide. United States exports of paints to Australia during the fiscal year 1904 were $191,888, being the largest trade in that branch with any country excepting Canada and England.

DID NOT BUY CARTER COMPANY.

An authoritative denial is made by officials of the National Lead Company of the report sent out from Omaha that this corporation has purchased the Carter White Lead Company, which has plants at Omaha, Chicago and Montreal. It is said the only basis for the report is the fact that President E. J. Cornish of the Carter Co., when in New York not long ago, made an offer to sell the property, the price he put upon it being about $4,000,000. However, the management of the National Lead Co. considered the figure excessive, and nothing further was done concerning the matter. No negotiations are in progress at present.



What Should a Good Paint Be?

One season handling Hollywood brand will convince you that it is what it should be—

Good Paint to Cover
Good Paint to Wear
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What more do you want? Hollywood Paste, Ready-Mixed and Floor Paints wear on the job, not off.

The Imperial Varnish & Color Co. LIMITED

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Railway Coach and Carriage Varnishes

12 lines. Brilliant, durable, thoroughly satisfactory.

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20 lines. Every one a ready seller.

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4 lines. Varnishes that give excellent value.

Is your varnish equipment complete?

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YOU'LL HAVE TO HURRY!

Now that the **Paint Season** is again upon you, it behooves you to make up your mind on the lines you are going to carry.

Housekeepers will soon be asking you for the paints they will need in the annual housecleaning. If you have been supplying them with the old fashioned floor paints, it is time for you to

Turn Over a New Leaf

We have the goods that will build your reputation. They dry quickly, and leave a hard, glossy finish, which neither sticks, rubs off, nor cracks. You take no chances, for we positively guarantee these qualities.

They are just what your customers want, and we have them in all the popular colors. We are talking about

Jamieson's Floor Enamels

MADE ONLY BY

R. C. JAMIESON & CO.

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16-30 Nazareth St. MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Hardware Dealers and Glass Merchants.



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OILS

Raw Linseed
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"DOMINION" BRAND

OILS GUARANTEED GENUINE.

Canadian Agents—
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FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

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388 ST. PAUL ST., MONTREAL

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns. Also Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers, Atmospheric Soldering Irons, etc., etc., etc.

Canadian Agent, J. B. GIBSONE, P.O. Box No. 478, MONTREAL

Brandram's B. B. Genuine White Lead

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

has long been known as the best white lead the world produces. It is unequalled for

WHITENESS, FINENESS AND BODY

and will cover more surface than any other white lead made. It is the only white lead used in

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or

"ENGLISH" LIQUID PAINTS

making them the leaders on the market.

Manufactured by

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HALIFAX and ST. JOHN

HENDERSON & POTTS CO., LIMITED
MONTREAL and WINNIPEG

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 6, 1906.

Linseed oil and turpentine, the two lines which fluctuate frequently in the paint and oil markets, have shown no change in price since last week. With the advance of warm weather, however, the new crop of turpentine is coming forward and with free supplies the market may be reported as somewhat easier.

The situation in Paris green is still very acute. The season's make was all sold early and the keen advance which has taken place owing to the scarcity of chemicals has checked sorting up sales. Several round orders were offered to the makers of Paris green this last week at old prices, but they could not be accepted unless at an advance of 3c. per lb., even this barely covering the enhanced price now asked for arsenic and other essential chemicals.

LINSEED OIL—We quote: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c., f.o.b. Montreal, net 30 days.

TURPENTINE—Prices are still firmly held at the following figures: Single barrel, 98c. per gallon; two barrels or over, 97c.; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

GROUND WHITE LEAD—We give prices as follows: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC—A drop in foreign markets has not effected the Canadian dealers. Prices here are still quoted as follows: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil)— We quote: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

RED LEAD—Prices are firmly held as follows: Genuine red lead in casks, $5.75; in 100-lb. kegs, $6.00; in less quantities at the rate of $6.75 per 100 lbs.; No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

GUM SHELLAC—We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH—We quote: $2.50 to $2.60; pure orange, $2.40 to $2.50; No. 1 orange, $2.35 to $2.45.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The market is firm at following prices: Firsts in cases 8 1-2c., is barrels 8c.; seconds, in cases 8c., in barrels, 7 1-2c.

REFINED PETROLEUM—We quote as follows: American water white, 17c.; Canadian prime white, 15 1-2c.; astral, 20c., ex warehouse.

PARIS GREEN—New prices have not yet been issued and meanwhile quotations can only be obtained from the dealers direct.

WINDOW GLASS—From all appearances, trade this year will be very brisk. There has been exceptional demand for window glass, as shown by the heavy import orders, and although the market at present is quiet, due to the fact that dealers are awaiting importations, a record turnover this year is assured. We still quote: First break, 50 feet, $2.10; second break, $2.20; first break, 100 feet, $4.00; second break, $4.20; third break, 100 feet, $4.75; fourth break, 100 feet, $5.00; fifth break, 100 feet, $5.25; sixth break, 100 feet, $5.75; seventh break, 100 feet, $6.25; eighth break, 100 feet, $6.50. Diamond star, first break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second do., $4.80; third do., $5.75; fourth do., $6.50; fifth do., $7.50; sixth do., $8.00, and seventh do., $9.00. Double thick, first break, 50 feet, $3.45; second break, $3.75; first break, 100 feet, $6.75; second do., $7.25; third do., $8.75; fourth do., $10; fifth do., $11.50; sixth do., $12.50; seventh do., $14; eighth do., $16.50; ninth do., $18; tenth do., $20; eleventh do., $24.00; and twelfth do., $28.50.

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TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 6, 1906.

There is an upward tendency in linseed oil on English market, but here, although prices are firm, there are no indications of any change. The year's demand cannot yet be gauged and until a more definite idea is known of the volume required, prices will no doubt remain steady.

Turpentine seems to have been a little easier this week locally, but reports from the south would hardly seem to justify this. The forecast of the new crop shows that it will be lighter, if anything, than the previous one, and in addition to this, negro labor is scarce and difficulty is found in getting a substitute.

"I ALWAYS USE THAT KIND"

Intelligent consumers demand good Paint. Wide-awake dealers will meet this demand.

"ARK BRAND" PAINT

is the best Paint you can sell; any dealer who handles it finds his trade constantly increasing. It is more economical because it gives better satisfaction and wears longer.

Paint troubles disappear when you sell **ARK BRAND,** for every point of excellence is fully attained wherever used.

Sell **"ARK BRAND" Paint**—Canada's Best.

MURESCO is the wall finish you ought to sell. It is the best in the world. 14 million pounds sold last year.



THE FRANCIS-FROST CO. LIMITED
TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

BERRY BROTHERS, Limited

VARNISH MANUFACTURERS

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Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

SPECIAL

We take pleasure in introducing to you our new

"VERONICA" GREEN

This Green is made solely by ourselves, from the essential chemicals in our own Color Works in Montreal.

The

"VERONICA"

is a soft rich green of great covering power. It is very durable and manufactured especially for Window Blinds, Shutters, Verandahs, Screen Doors, Engines, Agricultural Implements and all kinds of wood and metal work, and for all purposes where a green paint is indicated.

The

"VERONICA" GREEN

is manufactured only by THE CANADA PAINT COMPANY, LIMITED, of Montreal, Toronto and Winnipeg.

"VERONICA"

is Copyrighted as a Trade Mark with the Department at Ottawa, Canada.

The

"VERONICA" GREEN

is made in four shades, viz.:—Light, Middle, Deep and Extra Deep. Insist upon the

"VERONICA"

as the undoubted superiority of this Green will probably lead to disappointing imitations.

For prices follow the prices of EVERGREEN in our 1906 Catalogue.

The

"VERONICA"

is put up as follows :—

In Dry Form, 6-lb. and 10-lb. Tins, 100-lb. Kegs and 600-lb. Barrels.

In Paste Form, 1-lb., 2-lb. and 5-lb. Tins, 12½-lb. and 25-lb. Irons.

THE CANADA PAINT COMPANY Limited

White lead continues scarce, in fact, cases are reported where it has been found impossible to obtain even the smallest amount. Unless conditions change, and there seems to be no visible reason for a change this year, it is possible that still further advances may obtain later on.

There is little buying done in Paris green. People appear to be waiting for a decline. The result, however, would seem to be that when they really must have it, the demand will be heavy. This, coupled with the scarcity of the ingredients contained in it, would, if anything, tend to firmer prices.

In mixed paints and accessories the Spring trade is opening up well, the sales increasing as the weather becomes warmer.

WHITE LEAD—Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 560 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1, in casks of 500 lbs., $5.50, ditto. in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c., in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1.00 per 100 pounds.

WHITING—60c. to 65c. per 100 lbs., Gilders' whiting, 75c.

PARIS GREEN—Prices have been withdrawn owing to recent advances.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange), $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 56c.; 5 to 9 barrels, 55s.; boiled, 1 to 4 barrels, 59c.; 5 to 9 barrels, 58c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrel lots, $1 to $1.05 f.o.b. point of shipment, net 30 days. For less quantities than barrels, $1.10 per gallon will be charged.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels $1.80; pure linseed oil, $2.00 to $2.10; bulk in 800-lb. casks, $1.50; pure, $1.95 to $2.00; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.00.

CASTOR OIL—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

REFINED PETROLEUM — Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM—Prices continue unchanged. We quote: Canadian, $1.36; Pennsylvania, $1.61; Ohio, 94c.

ALLEGED DAMAGE TO BRUSHES.

In England, where a number of substitutes for turpentine have come into common use, some of them being of very doubtful character, there is considerable complaint that certain of these mixtures work injury to brushes. The manufacturers of the better class of turpentine substitutes, i.e., pure wood spirits, contend that their product is quite harmless, and the complaints seem to have arisen rather from the chemical compositions and especially the creosote preparations. A correspondent of the Oil and Colorman's Journal says that three kinds of cement can be used for the mere fixing of brushes, viz. : (1) one made from glue ; or (2) one with a resinous basis ; or (3) one combining both. Glue is insoluble in oil, methylated spirits, turpentine, benzol, and so on ; in fact, in any of the pure substances which can be used as ingredients of turpentine substitutes. If these act on the cement or on the hair, then it is in virtue of some impurity in the ingredients, say, acetic acid or creosote, or else the cement is of a resinous nature.

Everyone knows the penetrating nature of Stockholm tar, and how it dissolves dried coatings of linseed oil substitutes as easily almost as hot water dissolves sugar. This it does in virtue of the solvent action of the creosote and wood and tar acids it generally contains. Now crude Russian turps is closely allied to Stockholm tar, and if this creosote be not removed from Russian turpentine, it is very possible such Russian turpentine, or substitutes containing it, may attack the cement, more especially if of a resinous basis, and very possibly it may attack even glue itself.

All turpentine substitutes should be rejected which cede tarry matter to caustic soda ; that such turpentines are more or less colorless is no guarantee of purity or freedom from injurious tarry resinous ingredients, or even from creosote. Again, if caustic soda be used in refining turpentine, and not washed perfectly free from it, it is just possible that the caustic soda left in it may eventually attack the cement or even the hairs themselves.

POWER FROM REVERSIBLE FALLS.

Josiah Fowler, proprietor of the well known axe works which bear his name at St. John, N.B., is much interested in the development of the splendid power facilities of the famous Reversible Falls of the St. John River. Mr. Fowler during a recent trip through the west consulted several engineers with reference to the project, and all seemed impressed with the possibility of the scheme. The idea is that by contracting the gorge and erecting large paddle wheels over the stream great power could be developed. The paddle wheels would be so constructed that the falling water of this remarkable reversible cataract could be utilized to best advantage at all times.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Peterborough Shovels.

Thirty-seven different styles of shovels, scoops and spades are shown in the catalogue of the Peterborough Shovel & Tool Co. as well as some garden trowels, etc. Their entire plant is new throughout and equipped with the latest machinery for the manufacture of these lines, which with their trim appearance and substantial construction, are sure to hold the reputation they have already won.

Dana's Freezer Book.

The new plant of the Dana Manufacturing Company, of Cincinnati, makers of the Peerless Iceland Freezer and Dana Mop Wringers, is described and illustrated in a series of pictures in a neat little booklet being supplied the trade by this company. The cover design of the pamphlet shows a bird's-eye view of the

RETURNED
APR 13 1906



Dana Mfg. Co.'s New Plant at Cincinnati.

buildings and the beautiful architecture of the massive entrance way which gives an idea of the substantial character of the new buildings. They are built to stay and are as nearly absolutely fireproof as modern ingenuity could make them. Prompt delivery of all orders is assured. The working conditions have been made as pleasant as possible, to secure the best efforts of the men. Every Dana employe has his own locker for a change of clothes. On arriving at the factory the workman enters a spacious room down the centre of which are washstands of spotless neatness. It is the duty of one man to keep this locker room immaculate. All the buildings are one storey high and constructed of substantial concrete, the lighting being perfect, making certain the detection of any flaw in the material or workmanship before the factory products go to the shipping room. Send for a copy of the booklet.

Concrete Block Machines.

Concrete blocks will be used extensively this year, and it is not a bad idea for the hardwareman to get a line on a good machine for making them. The James Stewart Mfg. Co., of Woodstock, are showing the Dunn machine in their catalogue, which will be sent to those who ask for it.

Either Way You Look At It

From the standpoint of either *safety* or *accuracy*, no better weapon for defence or attack can be had than the Iver Johnson Revolver. No safety mechanism could be more simple and perfect—a device that *means safety*, without any "ifs" or "buts" about it. The

IVER JOHNSON REVOLVERS



need not be handled carefully; with chambers fully loaded, drop it on the floor, *hammer the hammer*—it can't possibly go off unless you deliberately pull the trigger.

Iver Johnson Revolvers are for sale at all dealers.

Hammer, $6.50 Hammerless, $7.50

Write for our bright little booklet, "Shots" and complete catalogue, *free*.



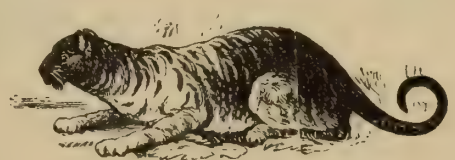
Iver Johnson's Arms and Cycle Works
FITCHBURG, MASS.

WHITE LEAD

Pure White Lead makes the best paint, because

It wears longer,
Looks better,
Covers better and
Is more economical

than any other paint.

TIGER  **BRAND**

pure white lead has the reputation of always being up to standard in quality. As pure as can be made and guaranteed so. "Yellow label" on every package.

Specify "TIGER"

The Montreal Rolling Mills Co.

Consolidated
Plate
Glass
Company
of Canada
Limited

WINDOW
GLASS

PLATE
GLASS

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Stevens, Hepner & Co., of Port and door factory at Port Arthur.

J. Burnside, of Hamilton, will start a sash and door factory at Lethbridge.

A local syndicate of Eburne, B.C., will erect a glass works at that place.

The Crown Broom Works of Vancouver will build a new factory in that city.

The Cockshutt Plow Co., of Brantford, will make extensive additions to their plant.

The Chatham Fruit Growers' Association will erect a factory and warehouse at that place.

C. S. Battle, and others, of Vancouver, will erect a big lumber mill on Burrard Inlet, B.C.

Sault Ste. Marie will submit a by-law to guarantee bonds of a plough company to the extent of $15,000.

James Sanders will erect a grist mill at Esterhazy, Sask., the town having granted him a bonus of $3,000.

The Dexter Mill Co., of Marysville, Washington, are contemplating establishing a shingle mill in Vancouver.

A Michigan syndicate has purchased 17 acres of timber land from W. H. Higgins, Eburne, B.C., for a saw mill site.

The Coast Quarries Co., operating at Burrard Inlet, B.C., is making application to use the Granite Falls for power purposes.

Campbellford, Ont., will submit a by-law to raise $75,000 to erect a new dam and power house, to develop 9,000 horse-power.

The Robertson Machinery Co., of Welland, are about to erect a large new building to accommodate their increasing business.

Stephens, Hepner & Co., of Port Elgin, are negotiating with Peterboro' with a view to establishing there. They employ 60 hands.

Waterloo will vote on a by-law to lend $7,500 to the Specialty Knitting Co., of Galt, in order to establish a factory in the former town.

An order to wind up the Oshawa Heat, Light and Power Co. has been granted on application of the Equitable Gas Co., a creditor for $1,973.

The Terminal Warehouse & Cartage Co., Montreal, will erect a building to cost $137,000. The building will be of solid brick, 192 x 99 feet.

The oil refinery of the Imperial Oil Company, which was recently destroyed at Sarnia, will be rebuilt at once with increased manufacturing facilities.

Seaman, Kent & Co., Toronto, will establish a factory at Port Arthur to employ from 30 to 50 hands for the manufacture of hardwood flooring.

Meaford citizens voted a loan to the Georgian Bay Milling and Power Company in order to develop electrical power for lighting and industrial purposes.

The Peterborough Light & Power Co. has offered to furnish Peterborough factories with power up to 2,000 horsepower at the rate of $20.00 per horsepower per year.

The establishing of a fibre factory is contemplated in New Westminster, B.C. The promoters of the concern are the John Doull Miller Company of New York.

The Port Arthur Lime, Sand, Brick Co are having a plant shipped from John Inglis & Sons, and it is expected that operations will be commenced on June 15.

Stevens, Hepner & Co., brush and broom manufacturers, of Port Elgin, have asked the town to install a waterworks system, otherwise they will go elsewhere.

The Knechtel people, of Walkerton, will enlarge the Sieling furniture factory to accommodate 25 more hands. The addition will be 50 x 75 feet, three stories high.

The Hedley Shaw Milling Company of Thorold, Ont., may locate at Port Colborne if certain trackage and switching privileges are not allowed them by the former town.

The United States Government will shortly commence the widening of the Soo Canal, which will be the first step in improvements that will amount to over $6,000,000.

Final arrangements have been made for building the Hamilton, Galt and Guelph electric railway. A bridge on the high level across Desjardins Canal will be constructed.

O. Dunn, of Peterborough, and Edward Young, of Young's Point, will rebuild and operate the sawmill burnt at the latter point last July. The new mill will be 60 x 22 feet.

Assessment Commissioner Forman, of Toronto, is negotiating with a large American steel company, and a brick manufacturing company, to establish works at Ashbridge's Bay.

The Sackville Mfg. Co., which was recently incorporated to manufacture harness, boots and shoes, will at once commence work at Sackville, N. B. J. E. Fowler will be manager.

The London Show Case Works, of London, will be incorporated as the Dominion Office & Store Fittings Co., capital $40,000, and will erect a new factory just without the city limits.

The Keewatin Power Company will offer for sale by auction its developed water power on Winnipeg River, near Kenora, Ont. Sale will take place at Russell House, Ottawa, July 5, 1906.

The Baker Lumber Company will build a saw mill on the Kootenay river near the mouth of the Elk river in British Columbia. C. D. McNab will be manager, with headquarters at Cranbrook.

The Ingersoll Board of Trade is advertising the industrial possibilities of their town in trade papers, and report many replies, which shows that this method of advertising reaches the persons desired.

Toronto city council has joined in a petition to the Dominion Government to permit municipalities to obtain control of Bell Telephone lines. The petition also memorializes the Government not to increase the capital of the Bell Company unless the company is willing to submit to municipal regulation and provincial control.

S. J. Ritchie, an Ohio capitalist, has made the statement that immense quantities of red, grey and blue granite are to be found near Bancroft, Ont. The deposits were brought to the attention of Thos. Morrison, of Aberdeen, Scotland, who has had a large experience with granite and marble, and he has declared the granite equal to the best imported to this country.

BUILDING NOTES.

Oakville, Man., will have a new schoolhouse.

James Wilson will erect a brick hotel at Stratford.

Mayor Clavet, of Port Arthur, will build a residence.

A new school-house will be built at Winnipeg Beach, Man.

Campbellford, Ont., Methodists will build a $20,000 church.

T. A. Wilson, of Cannington, will erect a business block there.

The Imperial Oil Company will build a business block at Sarnia.

The Y.M.C.A. of Woodstock contemplate erecting a new building.

It is announced that the C.P.R. will build a large hotel in Regina.

The Sawyer-Massey Company will erect a warehouse in Hamilton.

The Telfer Mfg. Co. will build a three-story factory building in Toronto.

W. H. Biggar will erect a residence on Pine Ave., Montreal, to cost $12,000.

The Great Northern Railway Co. will erect a new station building at Montreal.

E. Guenther, architect, is preparing plans for another $35,000 hotel for Vancouver.

Considine & Sullivan will build a $60,000 theatre in Vancouver. It will seat 1,600 people, and will be ready for next season.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

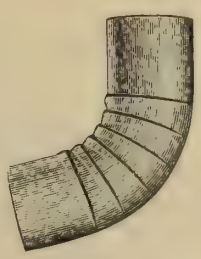
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

Start Right

Now is the time, with stock-taking over, to make your plans for a record-breaking season's trade for 1906.

You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

Better Write To-day.

Pease Foundry Co., Limited
TORONTO

Pease-Waldon Co., Limited
WINNIPEG

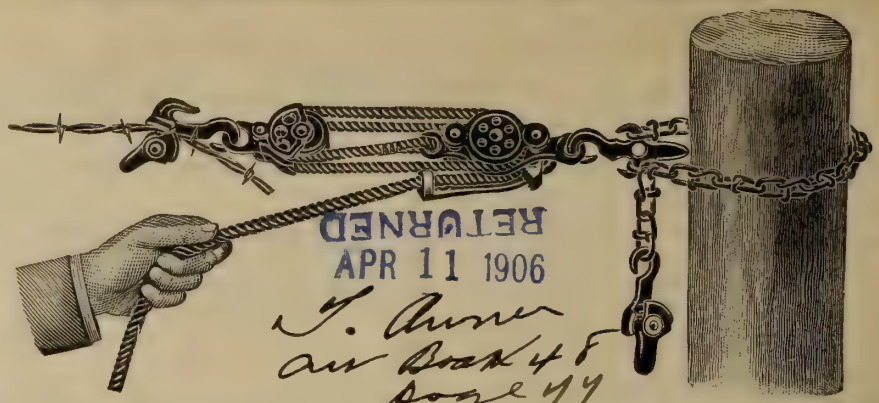
THIS IS THE

OLD STAND-BY

None better on the market unless it is the Triumph.

If your Jobber cannot supply, write us for prices.

NO. 233.—WILCOX TACKLE-BLOCK WIRE STRETCHER



RETURNED
APR 11 1906

WILCOX MFG. CO. OF ONTARIO, Limited, London, Ont.

There's the Saw



Made of **SILVER STEEL**—will hold its keen cutting edge longer without re-filing. Taper ground and balanced just right, it will do its work easily and well. Ask your dealer for

ATKINS' HIGH GRADE SILVER STEEL SAWS

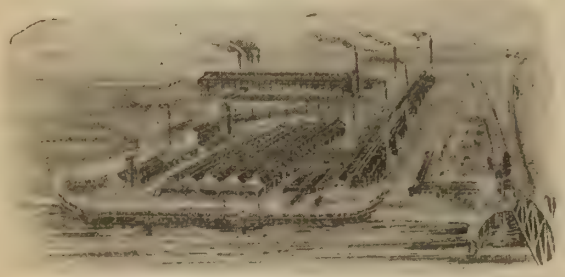
"Finest on Earth"

Write for Universal Time Book and Hand Saw Booklet.

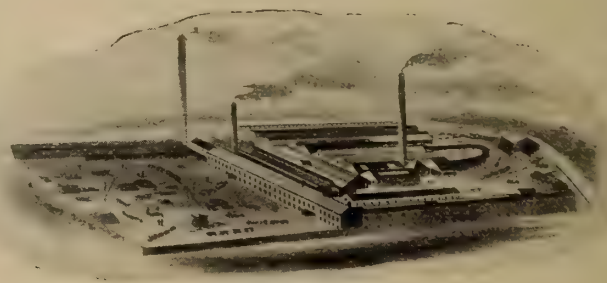
E. C. ATKINS & CO., Inc., FACTORIES AND HOME OFFICE: Indianapolis, U.S.A.

John Summers & Sons, Limited

Hawarden Bridge Works, Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.

TRADE MARK
WIND MILL
BEST BEST

DEAD FLAT SHEETS, Black or Galvanized.

BEST and CHEAPEST for all kinds of work.

We are the largest makers and give you the

MAXIMUM QUALITY AT MINIMUM PRICES

Agent: F. Hankin, Montreal

CONDENSED OR "WANT" ADVERTISEMENTS.

SITUATION WANTED.

EXPERIENCED, enterprising hardware store and office man seeks responsible position; Ontario or Northwest; inexpensive, highest reference. Ockenden, 122 McGill St., Toronto, [13]

COLORS, pulp, pigment and fine lakes for all technical purposes; manager, shortly at liberty, seeks change and immediate re-engagement; young, energetic; at present with large English house; original methods and novelties; can meet German and American competition, matching; previous residence in Canada and States; expert in works economics; can undertake research if necessary; salary, $3,000, or agreement; correspondence invited. Address, "Blanc," Box 100, HARDWARE AND METAL, Toronto. (13)

BUSINESS CHANCES.

HARDWARE and Tinware business for sale in one of the leading towns of Manitoba, population about 1,500; one opposition; two railroads. Box 508, HARDWARE AND METAL, Toronto. [tf]

GOOD hardware, stove and tinware business in a live town on the main line of C.P.R. between Peterboro and Perth; stock clean and up-to-date; only one opposition in town; present owner going into the manufacturing business; a golden opportunity for someone; best of references given. Box 507, HARDWARE AND METAL, Toronto.

WRITE for lists and quotations of hardware, motor and cycle accessories, sporting goods, stationery, rubber goods chemists' sundries, pipes, pouches, etc.; state requirements and lines interested in. G. Bishop, Mary Ann street, Birmingham. (13)

SITUATIONS VACANT.

WANTED—Stove and Furnace representative for province of Ontario; must be first-class man with good connection; will pay highest salary to right man. Apply Box No. 509.

WANTED experienced glass man to take charge of Consolidated Plate Glass Company's business at Montreal, services required either May 1st or 15th. Apply only by mail to the head office, Toronto, giving references, etc. Only experienced glass men need apply. [11]

WANTED by manufacturing firm, representative for city of Montreal; must have good hardware connection; apply stating experience and salary required. Box J., HARDWARE AND METAL, Montreal

A FIRST-CLASS salesman wanted by one of the best hardware firms in western Canada; a good position for the right man. Box 513, HARDWARE AND METAL, Toronto.

AGENTS wanted in all parts of Canada to sell a patented article which has met with great sucsess during the last ten years, in Canada and United States; travellers with good connection among the hardware trade would do well to write for full information. Box 511, HARDWARE AND METAL, Toronto.

A SMART, active man wanted for Saskatchewan who understands steam heating and plumbing; must be able to figure the cost of any job; to the right man full charge of this department will be intrusted. Apply Box 515, HARDWARE AND METAL, Toronto. [17]

RETAIL hardwareman wanted for Saskatchewan who has some knowledge of bookkeeping; state age, experience and references. Box 514, HARDWARE AND METAL, Toronto. [17]

HARDWARE buyer wanted; must be thoroughly experienced, up-to-date and capable of systematizing this part of the business. Apply, giving references and stating salary expected, to Ross Bros., Limited, Edmonton, Alberta.

PRACTICAL tinsmith wanted, capable of taking charge of shop; good workman; best wages; steady employment. Write Ross & Matthews, Cannington, Ont. [17]

THIS IS THE SHEET METAL AGE

THE GALT ART METAL CO LTD

OUR LINE

Galt "Sure-Grip" Shingles
Quick sellers, quick layers, best roof made.

Galt "Art" Sidings
Galvanized and painted. Very bold, handsome stone and brick effects. Heavy, prominent mortar lines and tuck pointing.

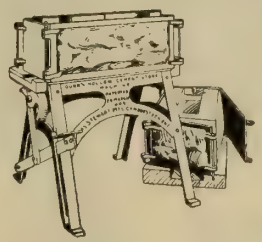
Galt Classik Ceilings
Harmonious designs, interchangeable parts. Easily applied, perfect finish.

Cornices and Skylights
Any design or style; work from architects' details our specialty.

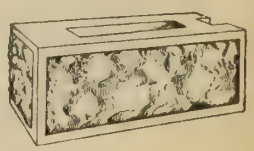
Corrugated Sheets
And all accessories. Straight, true corrugations, all the latest touches in this very popular form of roofing and siding.

We want representatives in every place
Dealers should have our catalogues.

THE GALT ART METAL CO., Limited, Galt, Ont.



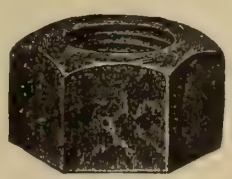
INCREASE YOUR SALES OF CEMENT
BY HAVING A
Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited
WOODSTOCK, ONT.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited
Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

SIDE LINES

TRAVELLERS calling on hardware trade, who are willing to take up a good side line which has been well advertised, and which is already well and favorably known by the trade, should write at once for full information; the article is patented, each sale means a good sized order on which a liberal commission will be paid; hundreds of these articles have been sold in Canada. Box 512, HARDWARE AND METAL, Toronto. (tf)

TRAVELER WANTED.

WANTED—A traveler for Western Ontario to sell paint; a bright hardware clerk preferred, one who has confidence in his ability to sell goods. Apply, with references, to Box 98, HARDWARE AND METAL, Toronto.

TRADE ENQUIRY.

A UNITED STATES firm would like to get in communication with a Canadian firm who would undertake to manufacture their Franklin woven wire stretcher in Canada. Address Box 516, HARDWARE AND METAL, Toronto. [15]

FOR SALE.

GOOD hardware, paint, wall-paper and stove business for sale; situated on St. Catherine Street, Montreal, with good advantageous lease; stock clean and up-to-date; golden opportunity for some person desiring to enter this branch of trade; best of references given; present owner going into the mining business. Apply Box 1, HARDWARE AND METAL, Montreal. [tf

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers — Send for 1906 Catalogue

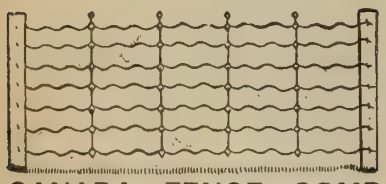


The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — EASTERN AGENTS

HAMILTON — ONTARIO

DIAMOND BRAND



is guaranteed HIGHEST CARBON, Cleveland Coiled Spring Wire, biggest profit, we sell trade only. Car lots shipped direct from our Cleveland plant.

Write before buying.

DIAMOND GRIP. Pat. Jan. 1895

CANADA FENCE COMPANY LIMITED, LONDON, ONTARIO.

Covert Mfg. Co.



The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipments

The Imperial Cement Co., Limited

Makers of the Celebrated Brand

"IMPERIAL" PORTLAND CEMENT

OWEN SOUND, ONT.

USE

"HERCULES" BRAND

PORTLAND CEMENT

Manufactured by

THE GREY & BRUCE PORTLAND CEMENT CO.

OWEN SOUND

J. McLAUCHLAN, President.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO Limited

Head Office:

Ingersoll, Ontario.

Walter Mills, General Manager

Ask for quotations for Septic Tanks.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

WHO WILL WIN

The prize offered for the best window display of seasonable goods during April?

For Particulars see Page 72.

REGISTERED TRADE "B" BRANTFORD ROOFING CO. LIMITED MARK

BRANTFORD, CANADA

BRANTFORD "ASPHALT" and "RUBBER" ROOFING

ARE ALWAYS KNOWN UNDER ABOVE "TRADE MARK"

DURABLE — CHEAP — EASY TO LAY

SAMPLES AND PRICES FREE

"Dominion Brand" Roofing Materials are

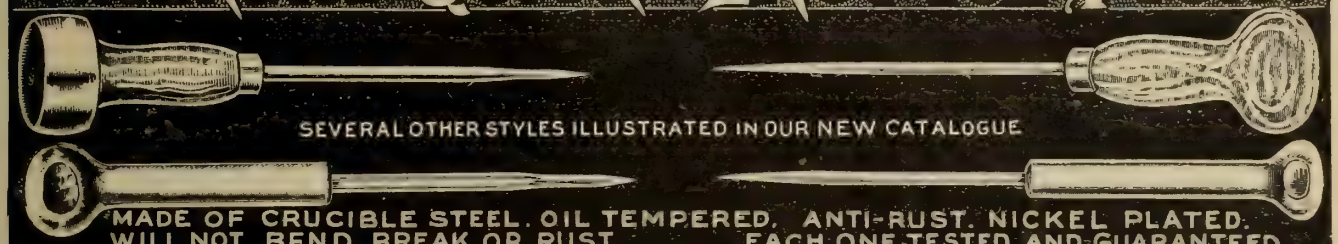
THE BEST FOR YOU

BECAUSE they are the most durable and in every way the most satisfactory.
BECAUSE their quality remains long after the price is forgotten.
BECAUSE they are the easiest to sell. You know what that means.

Write if you can't call

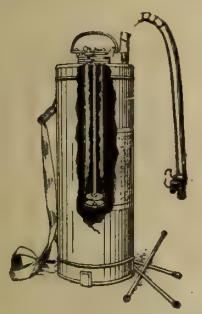
LOCKERBY & McCOMB, 65 Shannon St., Montreal

WALKER'S QUICK AND EASY ICE PICKS



MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



Auto Spray

Best compressed air hand Sprayer made. An absolute necessity for every farm and garden. Will repay its cost in one season, for potatoes alone. Saves time, labor and material. A boy can do the work. Will run continuously for 6 to 9 minutes.

CAVERS BROS., Galt, Ont.
Sole Agents for the Dominion
LIBERAL TERMS TO THE TRADE

Hardware Dealers!

PLIERS, PINCERS, SNIPS, FOLDING RULES, Etc.

SEND FOR CATALOGUE.

McLEAN & SOPHUS, 301 St. James Street, MONTREAL
Wholesale Importers

WE KNOW IT IS THE BEST.

There is no use our trying to hide our admiration for the

Metallic Ash-Sifter

We cannot do it. We have used the wooden sifter and know what a glorious failure it is. We also know what thousands of people think of METALLIC ASH-SIFTERS after practical acquaintance with them.

If you sold this sifter you would realize what "happy customer" means.

SEND FOR THE CIRCULAR.

C. M. CUTTS & CO.
Sole Makers, - - TORONTO JUNCTION, ONT.

Established 1795.

JOHN SHAW & SONS

Wolverhampton, Limited

Branches at
London,
Calcutta,
Melbourne,
Valparaiso, Havana,
Transvaal Colony, Etc.,
British Columbia.

GENERAL HARDWARE AND METAL MERCHANTS

COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

J. H. ROPER, Representative, - 82 St. Francois Xavier St., MONTREAL

REGISTERED TRADE MARK

The Standard Ideal Sanitary Co. Limited

MANUFACTURERS OF

Porcelain Enamel Bath Tubs Lavatories Sinks Slop Hoppers

"MADE IN CANADA."

Write us at once if you want to secure

A CATALOGUE

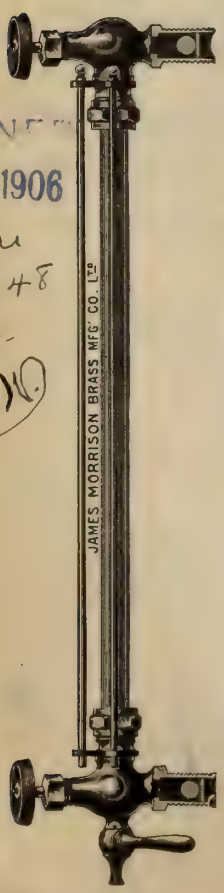
of the latest designs of **Porcelain Enamelled Bath Tubs, Sinks, Urinals, Latrines, Etc.**

Now ready for distribution and will be mailed on application.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

Head Office and Factory:
Port Hope, Ont.

Sales Office:
50 Colborne St., Toronto.



No. 10
Safety Water Gauge

MANUFACTURERS OF

THE BEST IN

Steam Goods

They Stand the Test.

Prevention is Better than Cure

No. 10 represents our safety water gauge mounting. It will save the engineer unlimited worry and trouble. If glass breaks (as they frequently do), the ball check valves automatically close, entirely preventing any escape of steam or water from the boiler.

Some of our lines—

Brass and Iron Valves and Cocks (all kinds)
Steam, Vacuum and Water Pressure Gauges
Engineers' Clocks
Recording Gauges
Engine Indicators (with and without Reducing Motion)
Speed Indicators
Lumber Registers



J.M.T. Valves
Sold Everywhere.



J.M.T. Injector
Best on the market.



Our Steam Gauges
We make all kinds.

The James Morrison Brass Mfg. Co., Limited
89-97 West Adelaide St. TORONTO

PLUMBING AND STEAMFITTING

THE PLUMBING OF A COTTAGE

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ARTICLE III. (Continued.)

THE HOUSE DRAIN.

The house drain may be defined as that part of the main horizontal drain and its branches, inside of the walls of the building, extending to and connecting with the house sewer. It should be the same size as the house sewer, rather than an inch or two less in diameter, as is very frequently the case.

House drains should be constructed of cast iron pipe and of the grade known as "extra heavy" in preference to "standard" pipe. When the house drain is located above the cellar floor, wrought iron pipe, equal in quality to "standard," galvanized both inside and out, and special galvanized cast iron recessed drainage fittings, may be used. Earthenware pipe should never be used inside of the main trap.

When the house drain is located above the cellar floor, every length of pipe and every fitting for a vertical line should be properly supported near the hubs. When the piping runs close to the cellar floor, it may be supported on eight-inch brick piers as at (A) or on iron pipe uprights as at (B), Figure 16. When the piping runs nearer the cellar ceiling than to the floor, it should be suspended from the floor beams by means of iron pipe hangers, as in Figure 17. Common pipe hooks should not be used, as they cannot be depended upon to bear the weight imposed upon them, which, even in the case of a small cottage, is considerable. Improper supports will sooner or later cause a sagging of the house drain, which, no matter how slight, will rupture the joint.

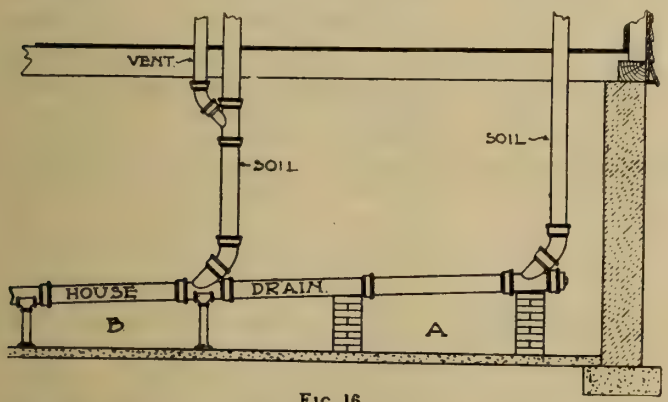


FIG. 16.

All connections to house drains should be made with Y fittings, (A), Figure 18. The connection of a vertical soil or waste line with the house drain should be made with a Y fitting and an eighth or sixteenth bend as in Figure 18. The use of short quarter bends for this connection is prohibited by most plumbing regulations.

Figure 19 illustrates the proper connection of a horizontal branch with the house drain. The use of the T fitting for this connection is prohibited in most cities and the use of the T Y fitting on horizontal drains should be discouraged.

Figure 20, at (A), illustrates the T fitting; at (B), the T Y fitting; and at (C), the short quarter bend.

The interior of the house drain and its branches should be made accessible at every point by means of clean-cut ferrules (Fig. 21), the body of which may be either extra heavy cast iron or extra heavy cast brass, preferably the latter, and the screw cap for which should be extra heavy brass, at least ¼-inch thick. The engaging parts should have not less than six threads of iron-pipe size. The screw cap should have a solid square or hexagonal nut, not less than one inch high and one and one-half inches in diameter, so as to afford a firm grip when it is necessary to remove the cap. Before the cap is screwed in place, the threads should be properly lubricated so that the screw cap may be easily removed when necessary.

Clean-out ferrules should be the full size of pipes, traps, or fittings into which they are calked, up to five inches in diameter, and should be at least five inches for larger pipes, traps or fittings.

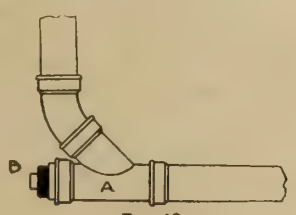


FIG. 18.

Clean-out ferrules should be located at the end of a horizontal line, where a vertical line enters (B, Fig. 18), at the end of the horizontal line, where a horizontal branch enters, or where there is an abrupt change in the direction of the house drain (Fig. 22), near the end of a horizontal line where an end clean-out ferrule cannot be used (B, Fig. 19), and at convenient points on long house drains or branches.

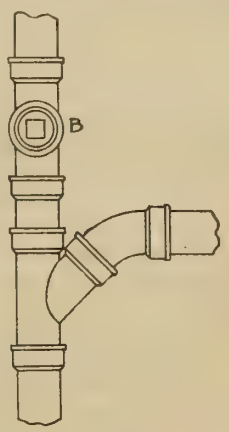


FIG. 19.

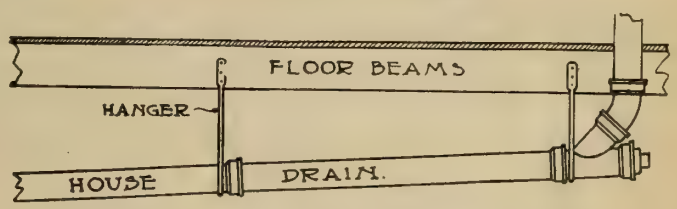


FIG. 17.

INDOOR RELATIVE HUMIDITY.

Dr. Henry Mitchell Smith, in a paper before the Brooklyn Medical Society, points out that the average relative humidity in a house heated by steam or hot water is much lower than the outdoor humidity. The indoor humidity in schools and public buildings is generally found to be an average of 25 per cent., whereas the outdoor humidity at the same period, while it varies with the geographical situation, is approximately 70 per cent. Passing from an atmosphere with relative humidity of about 25 per cent. into one of a relative humidity of 70 per cent. there is a sharp violent contrast which affects the delicate mucous membrane of the nose and throat, accounting in a large measure for the prevalence in cold climates of diseases of the nose and throat.

In dwellings a method is yet to be discovered which will provide adequate means of moistening the air, but in large buildings in connection with the fan system a satisfactory equipment has been developed.

The Canadian Buffalo Forge Company, Montreal, control the Canadian patents of a humidifier to be used in connection with the fan system. The equipment consists of a spray box through which the air is passed, and a dry box which removes the moisture carried mechanically but leaves the air saturated. To complete the equipment an automatic regulation of temperature in the spray

box determines the amount of moisture, as the amount of water which air can absorb depends entirely upon the temperature. During the Summer months if cold water is used in the sprays the air entering may be considerably reduced in temperature.

One of the great faults with mechanical ventilation has been the dust and dirt which enters through the ventilat-

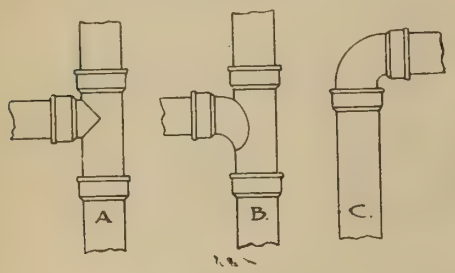


FIG 20.

ing ducts, and in passing through the sprays and dry box special attention has been paid to have the water used to remove not only the dust but also to carry off such gases as are readily soluble.

The air that enters a building after being thus treated is pure, moist and fresh. A published account of this system installed in St. Paul's Hospital at Montreal has stirred the muse of a Montreal paper to perpetrate the following :

I can stand for tainted money, I can stand for tainted grub,
I can drink polluted water and employ it when I scrub ;
But since noting this invention I shall never, I declare,
Be content again with breathing anything but laundered air.

Give me clothing filled with shoddy, filled with microbes, if you will ;
Let a million microbes bite me when I touch a dollar bill ;
Let the germs come swarming o'er me when I take an easy chair,
But I pray you do not give me anything but laundered air.

If ozone may be laundered, can't we neatly crease it, too—
Hand it round in snowy bundles like the laundry people do ?
Oh, I hope the time is coming when to laundries we'll repair
Bright and early Monday morning for our week's supply of air.

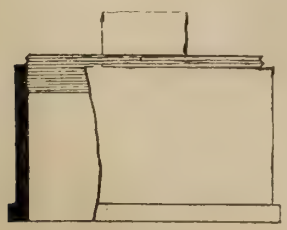


FIG. 21.

Carberry (Man.) ratepayers have authorized the erection of municipal lighting plant.

AN ELECTRIC SLEIGH.

This sleigh is propelled by eight pointed shoes on the rear truck with an action similar to those of a horse's hind legs. These shoes are shaped like a horse's hoofs, but are sharp enough to set into hard-frozen snow or ice. They work in sets of two, two shoes being always on the ground at one time, and readily follow uneven surfaces. Pointed steel stakes are used as brakes. The motor can be fitted with gasoline or petrol engines of any horse-power. It is a Boston man's invention.

ITEMS OF INTEREST.

The Winnipeg health department has been given power to force sewer and water connections on all houses on streets where there are mains.

Kingston will submit a by-law for $75,000 for the extension of its lighting plant.

Crosby Bros., of the Crosby Mills, Bonshaw, P.E.I., contemplate establishing a water power electric light system at Bonshaw.

Port Hope will apply for authority to issue $10,000 debentures to establish an electric light plant.

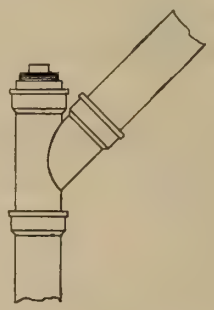


FIG. 22.

Wm. Birmingham, of Ottawa, has been awarded the contract for developing the 1,100 horse-power electric plant at Morrisburg, Ont. The price is $73,000.

Selkirk, Man., will spend $150,000 this year on water and sewerage systems.

Brantford property owners turned down a by-law to vote $140,000 for drainage purposes.

The plumbing contract for the enlargement of the Jamieson Avenue Collegiate Institute at Toronto has been awarded to Lewis LeGrow for $647 ; the heating to Keith & Fitzsimons for $2,475 ; the electric wiring to Fred Armstrong for $190 ; and the tinsmithing to Robert Rennie & Son for $828.

PLUMBERS ASK INCREASE.

The agreement between the master plumbers of Toronto and the union has expired, and the men have asked for a minimum rate of 40c. an hour, an increase of 5c. Employers, however, are not anticipating any trouble, as at present local business is slack, and no doubt the union in cognizance of this condition will consider the time inopportune for a strike. At present there is no master plumbers' association, and contracts in many cases are taken at prices that would hardly justify any increase in wages.

GARBAGE DISPOSAL.

A process of disposing of night soil, garbage and refuse of all kinds by mixing them with chemicals and coal dust in such proportions at to produce a highly inflammable combination has been devised and patented by Andrew Engle, of Metz, Iowa. The obnoxious matter is said to be entirely disinfected by the chemicals added, while the resulting fuel costs but $1 per ton and is as rich in heat units as the more expensive grades of coal. Slaked lime and coal tar and coal dust are the principal ingredients, and the resultant mixture may be burned either fresh and wet or dried in the form of briquettes, which, being entirely without odor, may, it is said, be stored with entire safety in the boiler room.

IMPROVEMENTS AT HAMILTON.

W. J. Walsh, master plumber, Hamilton, is erecting a new workshop behind his store and intends to improve his window and showroom by installing new floors, etc., and painting the exterior. Mr. Walsh is making a specialty of installing natural gas fixtures.

AUTOMATIC PIPE WRENCH.

The one-handed wrench shown in the accompanying cut consists of a tubular steel handle, a drop forged inserted inserted jaw, a drop forged movable jaw, while confined in the handle is a tempered spring which is compressed by the use of the trigger to throw the jaw open. The rebound of the spring closes the jaw on the pipe or nut, so that the spring is at rest at all times except

RETURNED
APR 16 1906



Irland Automatic Pipe Wrench.

when the jaw is opened. The wrench is made of steel. Each part is interchangable and the rivets are a drive fit. Being one handed the operator is enabled to reach at arm's length into almost inaccessible places with the wrench which is manufactured by the Irland Pipe Wrench Co. Anyone desiring further

information regarding the wrench is invited to write to the editor of this paper.

AN INTERESTING REBATE CASE.

The trial of R. D. Wood & Co., charged with accepting a rebate on a shipment of iron pipe from Florence, N.J., to Winnipeg, recently took place at Philadelphia. The defence admitted that the Baltimore & Ohio Railroad Company had received 1½ cents per hundredweight for terminal charges on the shipment; that 11½ cents per hundred had been paid to the Mutual Transit Company, and that 11½ cents had been retained by R. D. Wood & Co. as that firm's share. It remains to be developed what disposition was made of the remaining 25 cents of the 49½ cents, which the Government claims is the listed freight rate.

ELECTRICAL ITEMS.

Railway men are watching with interest the trial trip of the Strang gasoline electric car from New York to San Francisco. The experiment is to determine the speed and cost of such a combination.

* * *

The surveyors are about to commence laying out the new electric road from Seattle to Vancouver, and it is expected that by the Summer of 1907 the cars will be running. The specifications call for coaches of the 50-mile an hour class.

* * *

The Lyons Company of Montreal have asked the city for a franchise to carry on a residential lighting business there.

* * *

Stout & Miller, electricians and gas fitters, Hamilton, have secured the contract for a $1,000 job in installing an incandescent lighting plant in the Hamilton hospital on the conduit system.

* * *

The town of Port Arthur has applied to the Government for a lease of the Great Dog Falls, on the Kaministiqua River, which are capable of developing 30,000 horse-power.

* * *

At the meeting of the Canadian General Electric Company, in Toronto, on Wednesday, March 14, the directors report showed profits for $608,206 for 1905. Dividends amounting to $335,449 were paid from this and $90,762 was carried forward.

* * *

The Windsor Hotel, Montreal, will install an electric plant for the production of its own power and light. The new equipment will have 1,000 horsepower, which, being more than enough for the hotel, will supply light to those in the vicinity.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 6, 1906.

Since the first of the month orders for plumbing and steamfitting supplies have been very free, and shipments of all lines are increasing.

While no particular class of goods can be said to be monopolizing attention, there is great activity in baths, lavatories, sinks, and other lines of enamelware. Prospects for business in this branch of the trade are exceptionally bright.

Prices generally are being steadily maintained, and in one instance—solder—an advance has been declared. Ingot tin has been firming up of late, and has now reached such a high level that it has been found necessary to ask higher prices for solder.

RANGE BOILERS—Trade is maintained actively and prices are steady. We quote: Iron clad, 30 gallon, $5.00; 40 gallon, $6.50, net list; copper, 30 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—Demand is brisk, and as pig lead is somewhat firmer, prices are very steady. We are still quoting: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Business is said to be good, especially since the first of the month. We are still quoting: Discounts on all sizes of nipples up to 6-inch, 67½ to 70 per cent.

IRON PIPE—This trade is now on a more secure basis than for some time past. Prices are being adhered to closely, and we are quoting: Standard pipe in lots of 100 feet, regular lengths, ¼ inch, $5.50; ⅜ inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27.00; 2 inches, $36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12.00; 3-4 inch, $15.00; 1 inch, $22.00; 1 1-4 inches, $30.00;; 1 1-2 inches, $36.00; 2 inches, $50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

SOIL PIPE AND FITTINGS—A large turn-over is being done by the supply houses here. We are still quoting as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent off. Fittings, 60 per cent. off.

SOLDER—The advance made by a few of the local dealers last week has been generally declared during the past few days. This condition is a result of high prices in tin, and the firming tendency displayed by pig lead at the present time. We quote: Bar solder, half-and-half, guaranteed, 22¾c. to 23c.; No. 2 (wiping solder) 18c.

ENAMELWARE—Orders are large and promise well for a busy season. We give prices: Canadian bath tubs, plate E 1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.15, special, $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim. 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 6, 1906.

Some large shipments of soil pipe have gone to outside points during the week. All other lines have also felt the impetus of the opening up of Spring, and a good general business is being done. City trade has not yet assumed the proportions that usually obtain at this season of year, despite the increased building operations. People seem to be holding back their plumbing contracts. Hot water heaters, although usually quiet during the Spring months, are going out just now in a satisfactory manner on account of the amount of building that has been done all along.

All materials remain the same in price as our last quotations.

LEAD PIPE—Demand keeps active in all lines. Prices firm, no change. We quote: Lead pipe, 8c. discount, 20 per cent.

SOIL PIPE AND FITTINGS.—Considerable business in being done. Prices remain the same. We are quoting: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Demand continues good, with no further changes in price. Our quotations are: Black, 1 inch pipe, $4.37; galvanized, 1 inch pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS—Prices are the same as previous quotations. Large quantities are going out. We quote: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent; Canadian malleable, 35 per cent.; American malleable, 25 per cent.;

malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or kalvanized, 60 per cent., American list.

GALVANIZED IRON RANGE BOILERS—A fair amount of business is being done, although between seasons. There are no price changes. We quote as follows: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallons, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11.00; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—Business quiet, but a little better than usual at this time of year. Prices remain the same. We quote as follows: Hot water, 47 1-2 per cent.; steam, 50 per cent.; wall radiators, 45 per cent.

SOLDER—Prices firm and a good demand has been experienced. Bar solder, half-and-half, guaranteed, 23 1-2c., and wiping at 21c.

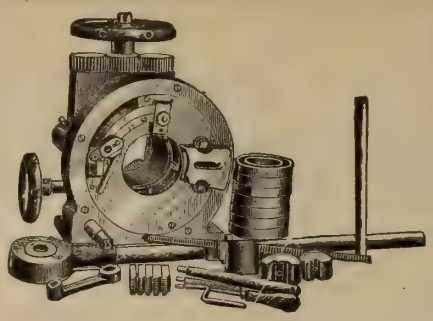
ENAMELWARE — Trade continues good in all lines. All manufacturers very busy. Our quotations are as follows: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

PRESENTATION TO "JACK" DAVIDSON.

Last Saturday at one o'clock the staff of Caverhill, Learmont & Co., Montreal, surprised "Jack" Davidson, who is leaving the firm to accept the secretaryship of the M.A.A.A. J. W. Dowling, on behalf of the staff, made a nice little speech in presenting a sectional bookcase. Mr. Davidson replied in a feeling manner, referring to the sorrow he experienced in parting from the boys with whom he had been associated since his old office boy days.

HOSE IN SOUTH AFRICA.

C. M. Kittson, Dominion commercial agent for South Africa, at Capetown, reports a large demand for garden hose of the plain and wired types in one-half and three-quarter inch sizes and fifty-foot lengths. The principal supplies at present come from the United States, England and Germany. Fire hose comes largely from England, but none of the large importing houses carry any stock.



Rapid-Working

Both in threading and cutting off.

Merrell Portable Hand Machines

do better and more rapid work than other hand machines. They make quicker changes from size to size of pipe; have a greater range of work.

Four sizes—Nos. 5, 6, 9 and 11. No. 5 cuts and threads pipe 1 to 4 inches, inclusive; No. 6, 1 to 6 inches; No. 9, 2½ to 8; No. 11, 4 to 12 inches, inclusive.

Catalogue sent on request

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

GUARANTEED 5 5 5 YEARS YEARS YEARS 5 5 5 GUARANTEED

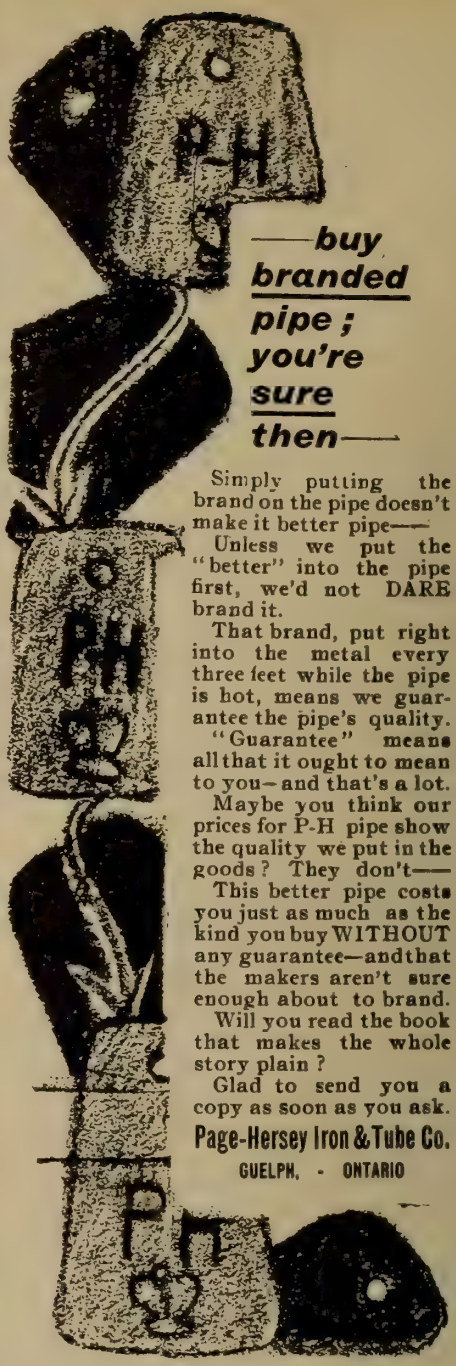


At the Same Price

Isn't it Best to use the Kind that are

GUARANTEED FOR 5 YEARS 5 YEARS 5 BY

GLAUBER, CLEVELAND, OHIO, U S A.



—buy branded pipe; you're sure then—

Simply putting the brand on the pipe doesn't make it better pipe—

Unless we put the "better" into the pipe first, we'd not DARE brand it.

That brand, put right into the metal every three feet while the pipe is hot, means we guarantee the pipe's quality.

"Guarantee" means all that it ought to mean to you—and that's a lot.

Maybe you think our prices for P-H pipe show the quality we put in the goods? They don't—

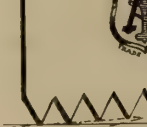
This better pipe costs you just as much as the kind you buy WITHOUT any guarantee—and that the makers aren't sure enough about to brand.

Will you read the book that makes the whole story plain?

Glad to send you a copy as soon as you ask.

Page-Hersey Iron & Tube Co.

GUELPH, - ONTARIO



THE DOUBLE TAPER

is found on all GENUINE Armstrong dies. This is but one of the valuable details that make Armstrong pipe tools and machines the *world's standard*.

Complete catalogue on request.

ARMSTRONG MAN'F'G. CO.

Bridgeport, Conn.



Roof Paints Mean Business

Have you a good line of Barn Paints?
Let us show you

Ramsay's Outside Paints

They sell at $1.00 a gallon, and that leaves you a handsame profit.

See our show card with our favorite Red No. 108—the correct thing for barns, roofs, bridges; also our Rubber Roofing Black.

See the price—see the profit.

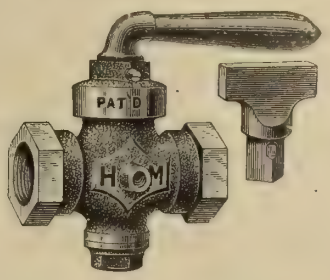
Easy to sell—no unnecessary talk.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

MUELLER GROUND KEY WORK

No. 49 STOP & WASTE COCK.



The cause of stop cocks leaking at the waste hole may be traceable to sand rings that were left by the grinding, offering channels which it is easy for the water to follow around the key.

After the sand grinding of Mueller Stop Cocks, the ground surfaces are polished in oil so that any sand scratch that might have been left is removed. There is no chance for them to leak at the waste hole.

Mueller Stop Cocks are made with straight way and round way, in solid handle, socket head and patent cap patterns and in all styles of pipe connection. The cock illustrated has a straight way, iron pipe connection and the patent cap pattern and iron pipe style.

Each cock bears the Mueller trade mark and is *unconditionally guaranteed.*

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*



BRASS GOODS

Tried and Tested, Always Satisfactory

KNOWN ALL OVER AND OVER ALL

IN QUALITY STRENGTH DURABILITY

MADE BY

UNITED BRASS MANUFACTURING CO.

CLEVELAND, O., U.S.A.



DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The Oshawa Steam and Gas Fittings Co. Limited

Stocked by all Leading Wholesale Houses.

SPECIALTIES

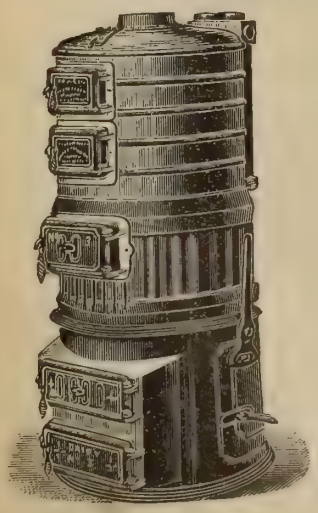
Hot Air Furnaces. Sash Weights and Washers.

Fine Grey Iron Castings.

OSHAWA, - CANADA

IMPROVED

Daisy Hot Water Boilers



Simplest in Construction.

Economical, Efficient.

Sales exceed all others.

Every Boiler Guaranteed.

We also carry large stocks of Iron Pipe, Cast and Malleable Fittings, Brass Goods, etc., insuring prompt shipments.

Send us your rush orders and note results.

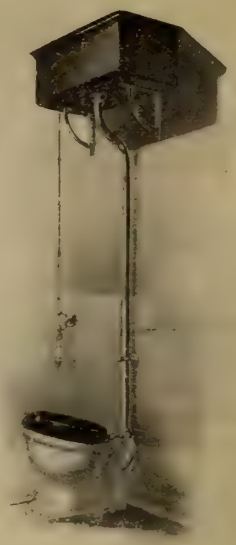
R. J. CLUFF & Co.

50and 52 Lombard Street, Toronto.

ONTARIO AGENTS FOR

WARDEN KING & SON, MONTREAL

HOW TO INVEST YOUR MONEY



to the best advantage

A good investment is one that pays.

The best investment is the one that pays the most.

Here's your chance—and no gamble about it either.

The NATURO Closet

brings big returns in profits and increase of business.

The dealer handling NATURO has sources of trade unknown to outsiders.

In this way he never worries about competition for much business is thrown his way.

Any chance about that ?
Want to know more about it ?

Send for our Illustrated Booklet.

THE NATURO COMPANY

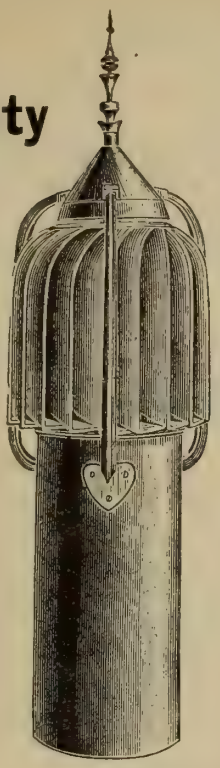
C. H. MUCKENHIRN, President. **Salem, N.J.**

It Saves Lives

A Building Necessity

These are the names that have been made synonymous with the

AEOLIAN VENTILATOR



We are the manufacturers of it and control the patents.

We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern buildings can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.

One Testimony:

MONTREAL, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. HARRIS CO., LIMITED,
7 St. Elizabeth St., Montreal, Que.

Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "AEOLIAN" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,
E. H. McHENRY, Chief Engineer.

The J. W. HARRIS CO., Limited
Successors to LESSARD & HARRIS
General Contractors and Manufacturers
MONTREAL

Phone No. Parkdale 1809

Post Office and Telegraph Address Swansea

The Dominion Sewer Pipe Co., Limited

Swansea, Toronto, Ont.

This is a good time to order your stock.



VITRIFIED SALT GLAZED

SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

The Dominion Sewer Pipe Co., Limited

Works: Swansea, Toronto, Ont.

Know about the

NEW Oxford Boiler?

You need to——

You need to know about it because it will make more money for you—any way you look at it.

The new Oxford push-nipple metal-to-metal connection puts an end to leaky joints.

The way the boiler comes to you saves you half a day getting the boiler set up —

The sloping-inward fire-pot walls and the bell-flues in the double-sized first section give you talking points—selling points—profit points—anybody can see and nobody can match—

Get after the good trade—begin NOW —with

The Oxford System

of

Hot Water Heating

RIGHT now is the time to hustle hard for business—Spring right 'round the corner and building getting active—

Right now, when people who had boiler troubles last Winter are mad about them—

Tell them you can end boiler woes and insure house heating that does heat.

You can—if you will ask us to tell you about the "B Series."

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

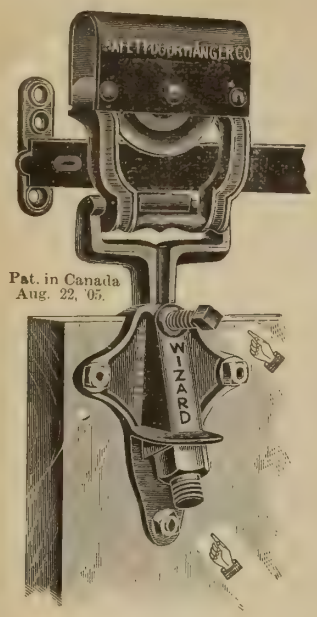
The Gurney Foundry Company

Limited

Toronto Winnipeg Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

(154)



Pat. in Canada Aug. 22, '05.

THE ONLY ONE

The Wizard is **THE ONLY** adjustable Hinge Hanger to be had. Doors hung with the

WIZARD ADJUSTABLE FLEXIBLE HANGER

may be placed as close to the building as desired, thus making **THE WIZARD** the best hanger for winter weather.

THE WIZARD is easily put in place, and as it takes the regular ¼ inch flexible hanger track you do not have to carry a special track.

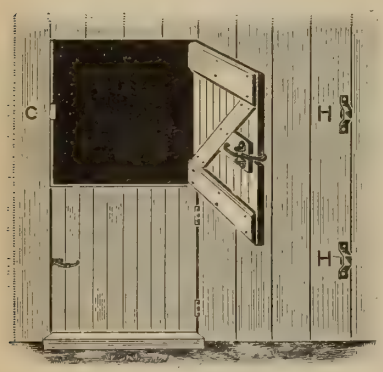
THE WIZARD is finished nicer than any other hanger on the market and each pair is packed complete with bolts

Every day wasted means a lost sale. See your jobber at once.

MADE IN CANADA BY

Safety Door Hanger Co.

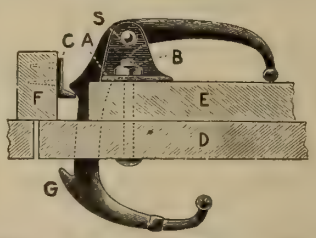
HAMILTON, - ONTARIO



Louden's Double Acting Door Latch

No more Broken Doors with the Wind

It holds the door closed by engaging the catch C and holds the door open by engaging the bracket H on the wall. To open the door when closed, all to be done is to pull the handle of the latch, and to close when open, do the same. It is a simple, cheap, durable device, and will pay for itself several times every year.



MANUFACTURED BY

LOUDEN MACHINERY CO., - Guelph, Ont.

Manufacturers of Hay Carriers, Barn Door Hangers, Feed and Litter Carriers, Cow Stanchions, etc.

ARE YOU IN NEED OF

SPRINGS?

We make them any shape

Send samples for prices

The WALLACE BARNES CO., BRISTOL, Conn.

NEW CATALOG JUST ISSUED.

The most light for the least money

C. G. E. INCANDESCENT LAMPS

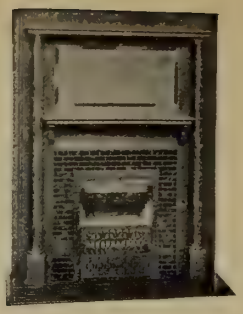
LONG LIFE **EFFICIENCY** **RELIABILITY**

Write for prices and quantity discounts.

CANADIAN GENERAL ELECTRIC CO., LIMITED

HEAD OFFICE: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

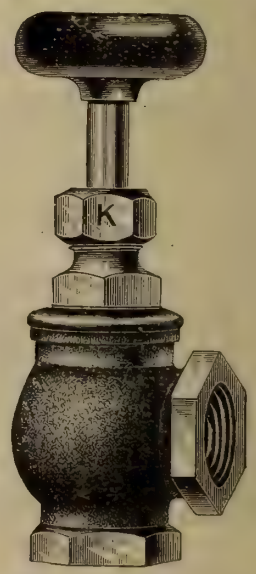
182 Adelaide Street West

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO



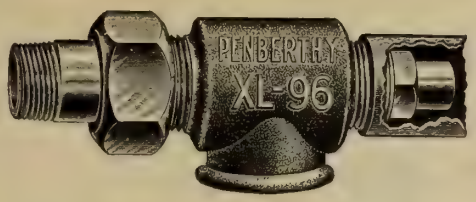
Kerr's Standard and Jenkin Disc Radiator Valves

are perfectly constructed, and of beautiful design. Like all "Kerr" specialties strictly high-grade.

The KERR ENGINE CO.,

Manufacturers Limited

WALKERVILLE - ONTARIO



EJECTOR or JET PUMP

LIFT 20 to 24 feet. ELEVATE 50 to 75 feet.

For WATER, MILK, WHEY, &c.

AN EXCELLENT ARTICLE FOR

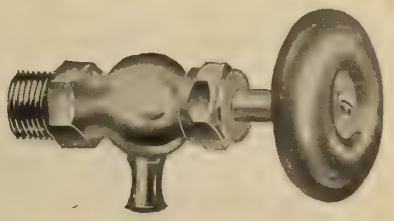
CHEESE FACTORIES
and
CREAMERIES.

Genuine



AUTOMATIC INJECTOR

RANGE 22 LBS. LOW TO 155 LBS. HIGH



TRY COCKS.

Your customers will want some this spring.

WHAT ABOUT

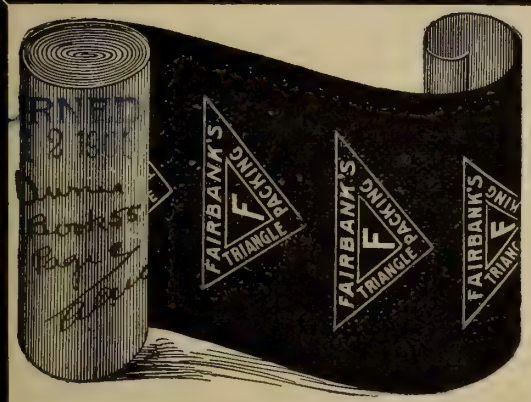
WATER GAUGES?

CARRY A FEW PENBERTHY SETS.

MR. DEALER, ARE YOU STOCKING PENBERTHY BRASS GOODS FOR THE CHEESE FACTORY?

MANUFACTURED BY

PENBERTHY INJECTOR CO., Limited, - WINDSOR, ONT.



The kind you can rely on

Fairbanks "Triangle" Packing

MADE IN CANADA

A Red Sheet Packing

THAT WILL NOT BLOW OUT.
THAT DOES NOT GET HARD.
THAT WILL NOT RIP OR CRACK.
THAT WE GUARANTEE.

Send Us a Sample Order

The Canadian Fairbanks Co., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER

Mr. Dealer:—

Do you control the Fire Brick and Fire Clay trade in your town?

You should—

Let us help you to do it.

We offer you the choice of all the best known brands, in all shapes —We are now booking orders for shipments ex wharf.

We are also **sole** Canadian Agents for "Lafarge" (non-staining) Cement, "Lehigh" Portland Cement, etc.

It will pay you to investigate.

F. HYDE & CO.

General Contractors' Supplies

King, Queen & Wellington Sts., - MONTREAL

OUR WORK IS GOOD WORK

We make the best

BUILDING PAPERS, TARRED FELTS, SHEATHING, READY ROOFING, WRAPPING PAPERS

If you are looking for the best we can do business with you. Try a stock of the favorites

"JOLIETTE" and "CYCLONE" BRANDS OF SHEATHING

and

"BLACK DIAMOND" TARRED FELT

You will find they are continuous sellers.

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

April 7, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire s to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$39 50 $40 00

TINPLATES.

Charcoal Plates—Bright.

M.L.S., equal to Bradley—	Per box.
I C,14 x 20 base	$6 50
IX 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
X, 14 x 20 "	5 75
XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto
Common bar, per 100 lb	2 05	2 10
Forged iron "	2 30	2 43
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 75
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 30
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"I" " warranted		0 14
"C" "		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard	0 08	0 09
Crucible Steel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 45
No. 1 Monarch	0 30
"King" Anti-friction	0 20
Fleur-de-lis Anti-friction	0 15
No. 1 Thurber	0 12
Philadelphia	0 10
Canadian	0 07
Hardware Babbit No 1	0 10
" " " 2	0 08
" " " 3	0 06½

Discount 20 to 30 per cent. according to size of order.

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	
14 gauge		2 55
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 40	3 70
22 to 24 gauge	3 65	3 75
26 "	3 90	4 00
28 "	4 15	4 25

Apollo.

10¾ oz. (American gauge)	4 20
28 gauge "	3 90
26 " "	365
24 " "	3 40

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 25		3 25
22 to 24 gauge	3 50	3 80	3 50
26 "	3 75	4 05	3 75
28 "	4 00	4 30	4 00

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		7 00	10 00
" ¼ "			5 60
" 5-16 "			4 45
" ⅜ "			3 85
" 7-16 "			3 70
" ½ "			3 55
" 9-16 "			3 45
" ⅝ "			3 35
" ¾ "			3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	[count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots		20 50
Cut engths, round, ½ to ⅞ in.		26 00
" round and square,		
Cut 1 to 2 inches	25 00	26 00

Sheet.

Plain, 16 oz,, 14x48 and 14x60	25 00
Plain, 14 oz	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	7 25	7 50
Domestic " "	5 50	5 75

ZINC SHEET.

5-cwt. casks	7 50	7 75
Part casks	7 75	8 00

LEAD.

Imported Pig, per 100 lb	4 40	4 50
Bar, " "		4 65
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Cookson's	per lb	0 18	0 18½

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00. Net list. Prices are f. o. b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality	Special
4 and 4½ ft. 3 in. rolled rim	$19 65	17 65
5 feet "	20 65	18 65
5½ " "	22 15	20 15
6 " "	24 90	22 90
Plate E II		
5 feet 2½ in. "	19 15	17 15
5½ " 2½ " "	20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	20 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E300.	65 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

IRON PIPE.

Black pipe—	Per 100 feet.
¼ inch	2 09
⅜ "	2 09
½ "	2 42
¾ "	3 05
1 inch	4 37
1¼ "	5 96
1½ "	7 15
2 "	9 54
2½ "	14 50
3 "	19 00

Galvanized pipe—

¼ inch	2 92
⅜ "	2 92
½ "	3 27
¾ "	4 20
1 "	6 02
1¼ "	8 21
1½ "	9 86
2 "	13 14
2½ "	20 56
3 "	27 05

2 per cent. 30 days.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings, 60; nipples, up to 6 in., 75 per cent.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 57½ p.c

Cushion work, discount 50 and 10 p.c.

Fuller work, discount 60 p.c. on large sizes and 65 on small sizes.

12 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves, discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 percent.

Kerr's standard brass disc, steam copper-alloy valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 70 per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 75 per cent.

No. 1 compression bath cock	net 1 75
No. 4 " "	" 1 90
No. 7 Fuller's	" 2 35
No. 4½ "	" 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.

Patent Compression Cushion, bath cock, No. 2208 " 2 25

Square head brass cocks, discount 65 per cent

" " iron " " 60 "

Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon	"	25 00
" 35 "	"	29 00
" 40 "	"	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy.
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34.00	40.00
144	47 00	55.00

CLAUSS BRAND HOUSEHOLD SHEARS

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

1¼-lb. per lb.	0 37
2-lb. or over "	0 34

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 22	0 23
Wiping	0 18	0 20

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

DRY WHITE LEAD.

Barrels	5 75
100-lb. pkgs	6 00

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.
Pure	6 25
No. 1	5 90
No. 2	5 65
No. 3	5 30
No. 4	4 75
Munro's Select Flake White	6 50
Elephant and Decorators' Pure	6 30
Tiger brand, pure	5 75
Monarch	5 75
Essex Genuine	5 75
Brandram's B. B. Genuine	7 50
"Anchor," pure	6 00
Sterling Pure	5 75
Island City Pure	5 75
Ramsay's Pure Lead	5 75
Ramsay's Exterior	5 50
'Crown and Anchor," pure	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$5 75
Genuine, 100 lb. kegs, "	6 00
No. 1, 560 lb. casks, per cwt	5 50
No. 1, 100 lb. kegs, per cwt	5 75

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 07
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 40
" " " ½ gal.	1 35
" " " gal.	1 30
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co's pure	1 25
Sanderson Pearcy's pure	20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls	0 55 0 65
Island City House Paint	1 25
" Floor "	1 25
Martin-Senour Co.'s 100 p.c. pure, gal.	1 35
" " " " " ½ gal.	1 40
" " " " " ¼ gal.	1 45
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown Anchor"	1 20
Senour's Floor Paints....gal.	1 20

PARIS GREEN.

600-lb. barrels	
250-lb. kegs	
50 and 10 lb. drums	
25 lb. drums	
1 lb. paper boxes	
½ lb. tins	
½ lb. paper boxes	
¼ lb tins	

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20 size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

Canada Paint Co's sun varnish	2 00
Copaline, per gal. can	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac." coach	1 80
"Gold Medal," per gal., in cases	2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Wads.

	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	

Chemically prepared black edge grey cloth wads, in boxes of 250 each—

	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55 and 5
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS' CLEAVERS.

German	per doz.	6 00 9 00
American	"	12 00 18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply, not under 45 lb. per roll		0 95
Ready roofing, 3-ply, not under 65 lb., per roll		1 20
Carpet Felt	per ton	50 00
Heavy Straw Sheathing	per ton	35 00
Dry Surprise		42½
Dry Sheathing	per roll, 400 sq. ft.	0 40
Tar	" 400 "	0 50
Dry Fibre	" 400 "	0 55
Tarred Fibre	" 400 "	0 65
O. K. & I. X. L.	" 400 "	0 70
Resin-sized	" 400 "	0 45
Oiled Sheathing	" 600 "	1 00
Oiled "	" 400 "	0 70
Roof Coating, in barrels	per gal.	0 17
Roof " small packages	"	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 80 0 90
Slater's felt	per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.

Cast Iron.
Loose Pin, discount 60 per cent

Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American	per doz.	1 00 1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33	per gross 7 50 8 50

CEMENT AND FIREBRICK.

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch), net ton, ex wharf	15 00 24 00
Fire brick (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4"x3", ex wharf, per 1 000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,0 0	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt. 0 60	0 65
Red	0 05	0 06
Crayon	per gross 0 14	0 18

CHISELS.

Socket, Framing and Firmer.
Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

Paterson's Wire Edged Ready Roofing

(RED STAR BRAND)

FIRST IN QUALITY
FIRST IN DURABILITY
FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing. Don't you want to know how you can easily secure their profitable orders?

The Paterson Mfg. Co., Limited
Toronto and Montreal.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch | per 100 ft. | 3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 60 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10		cent
Arcade	70 "	10	"
Kearney & Foot	70 "	10	"
Disston's	70 "	10	"
American	70 "	10	"
J. Barton Smith	70 "	10	"
McClellan	70 "	10	"
Eagle	70 "	10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70 to	75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
100 to 110	....	27 50

For less than 100 feet of one size, pane list less 33⅓%. Terms 90 days net 2½ 30 days.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60; 5-case and over $3.50.

HEAD HALTERS.

Jute Rope, ½-inch	per gross	....	9 00
" " ⅝ "	"	....	10 00
" " ¾ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic | per doz. | 1 10

Sledge.

Canadian | per lb. | 0 07 | 0

Ball Pean.

English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American | per doz | 1 00 | 1 25

Plane.

American | per gross | 3 15 | 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—to 10 in	per 100 lb.	4 50
12 in. up	"	25
Spring, No. 20, per gro. pairs		10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter | per doz. | 4 00 | 4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.
Belt | per 1,000 | 0 60
Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base | 3 65
Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American | per gross | 0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$3 95 to $5 00
Star, 12 to 16-in cut	2 75 to 3 05
Daisy, all sizes	2 50
Woodyatt, ball b'ring, 12 to 20-in	5 60 to 7 45

Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21,23,25	$10 00	14 00
10½ in. ball bearing 12 to 20	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian | per doz. | 5 50 | 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.
Gem | each | .... | 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire
2d	3 70	3 15
3d	2 85	2 80
4 and 5d	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d	2 25	2 20
30, 40, 50 and 60d (base)	2 20	2 15

F.o.b. Montreal. Toronto 10c. higher.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross	3 38
Diamond	1 00

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen | 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen | 6 00 | 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
" "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh 16 w.g. 60 per cent.
Smaller than 2 in. dis. 55 per cen

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

Hardware and Metal Condensed Ads. reach all the Hardware Men in Canada—We have dozens of testimonial letters from firms who have bought or sold to advantage through a small Ad. in Hardware and Metal which cost about sixty cents.

PLANE IRONS.

English	.....per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....	per doz.	5 00	9 00
man	"	0 60	0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern ..	.....	1 40	2 0016
Canadian pitcher spout		1 80	3

PUNCHES.

Saddler s	per doz.	1 00	1 85
Conductor's.....	"	3 00	15 00
Tinners', solid.....	per set	....	0 72
" hollow.....	per inch	....	1 00

RAKES.

Wood.....	per doz. net	1 20	up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros.' "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish.....	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 10½
Pure Manilla	0 15
"British" Manilla.....	6 11½
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch 0 25	0 27
" ¼ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet.....per doz.	0 60
" " 60 feet..... "	0 75
" " 72 feet..... "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75	
" No. 50, nickle-plated, "	0 80	
Common, plain.....	4 50	
" plated	5 50	

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Kurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000		7 50	
"Eureka" tinned steel, hooks "		8 00	

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb.		2 00	2 25
Solid	"	1 50	1 75

SASH CORD.

Per lb.....	....	0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 50

SQUARES.

Iron, No. 492	per doz.	1 90	2 25
" No. 493	"	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.		0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador.....	"	....	0 13
" Axe.....	"	....	0 15
Turkey	"	....	0 50
Arkansas.....	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe .....per gross		3 50	5 00
Grind, 40 to 200 lb., per ton....		....	25 00
" under 40 lb., "		....	28 00
" 200 lb. and over		....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch.....	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½ and 12
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.		2 75	5 00
English, Patent Leather.....		5 50	9 75
Chesterman's.....each		0 90	2 85
" steel.....each		0 80	8 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.

German.....per doz.		4 75	5 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" 4-ply	....	0 29
Mattress .....per lb	33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
Pipe Vise, Hinge, No. 1.....	....	3 50
" " No. 2.....	....	5 50
Saw Vise.....	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....	$2 15
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3,15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	....	2 60
Galvanized, plain twist	....	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ fo small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..	1 50

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	19 00

Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

FILE RASP

If it is made by Nicholson it is good.

AMERICAN ARCADE EAGLE GRT. WESTERN

OUR BRANDS

J. BARTON SMITH McCLELLAN KEARNEY & FOOTE GLOBE

Nicholson File Co., (Dominion Wks.) Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

We have a full assortment of all sizes from 1-8 in. to 6 in.

ALL READY FOR SPRING TRADE

MAIL YOUR ORDERS TO

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Ladders—Extension.
Berlin Woodenware Co., Berlin.
Waggoner Ladder Co., London.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Clipper Lawn Mower Co., Dixon, Ill.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs, Etc.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc.
Gurney, Tilden Co., Hamilton.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents and Brokers.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto
David, R. Sullivan, Montreal.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Ironside, Son & Co., London, Eng.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co., Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Solarine Company, Chicago.
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
Lewis, Rice & Son, Toronto.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Wilkinson Heywood & Clarke, Montreal
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co., Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Naturo Co., Salem, N.J.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.
Utica Drop Forge & Tool Co., New York.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Imperial Cement Co., Owen Sound.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg. Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Refrigerators.
Fabien, C. P., Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screws, Nuts, Bolts.
Canada Foundry Co., Toronto.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shovels.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Round, John, & Son, Sheffield, Eng.

Skates, Etc.
Canada Cycle & Motor Co., Toronto.

Stable Fixtures.
Greening, B., Wire Co., Hamilton, Ont.
Oneida Community Co., Niagara Falls

Steel Rails.
Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Hobbs Hardware Co., London, Ont.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Metal Stamping Co., Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Typewriters and Supplies.
United Typewriter Co., Montreal.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
Meaford Wheelbarrow Co, Meaford, On
Shultz Bros. Co., Brantford.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.
Luxfer Prism Co., Toronto.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Ironside, Son & Co., London, Eng.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Oneida Community, Niagara Falls.
Page Wire Fence Co., Walkerville, Ont.
Western Wire & Nail Co., London, Ont.
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.

A. A. I.

AXES, SCYTHES and HARVEST TOOLS

WE MANUFACTURE

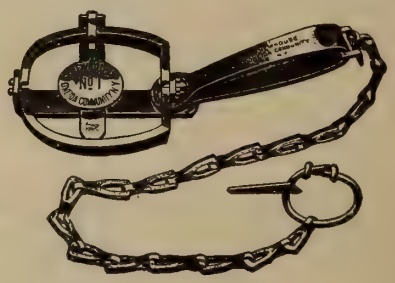
Single and Double Bitted Axes.
Grass, Grain, Lawn and Bush Scythes.
Grass Hooks, Hay Knives, Stone Pickers.
Hay, Straw, Manure and Spading Forks.
Garden, Field, Mortar and Turnip Hoes.
Steel and Malleable Garden Rakes.

Sole makers of the
BEDFORD EBONY AXE

The Bedford Manufacturing Company
BEDFORD, QUE.

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



Newhouse Steel Traps
ARE ABSOLUTELY GUARANTEED
Made Since 1848 by
ONEIDA COMMUNITY, Limited
Write for Catalogue — NIAGARA FALLS, Ont.



Wrought Steel One-Piece Screens

For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches.

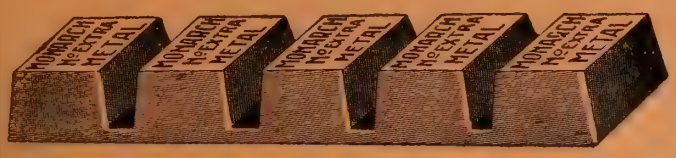
Hart & Cooley Co.
New Britain, Conn., U.S.A.

Ask any Pump Man——

who has ever used our Fig. 92, and if he does not say "it is the best ever," then we will acknowledge "the exception which proves the rule." There is no use looking for anything better than we have in our catalogue and prices must of course be right, as well. Let us have a little talk together.

THE R. McDOUGALL COMPANY, LIMITED
GALT, CANADA

ROBERTSON'S



MONARCH No. 1

A RELIABLE BABBIT

manufactured by a reliable firm. Contains a large percentage of

Tin, Antimony, Copper

with sufficient lead to act as a lubricant requiring the minimum of oil.

It Keeps Bearings Cool

Stands heavy pressure and high speed.

Price, 30cts. per lb., less 20 per cent.

TRY IT

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S Fishing Tackle



Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—46 Lime St. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1865. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve 

Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"White's" Brand Portland Cement

Ordinary Commercial or Lump Whiting

Machine Powdered Whiting

Gilders Whiting (a Superfine Grade)

Paris White (an Extra Superfine Grade)

Prices to import on application to

B. & S. H. THOMPSON & Co.

LIMITED

MONTREAL

Agents for

The Associated Portland Cement Manufacturers (1900) Limited, LONDON, ENG.



The Quality and Finish of our make of

BATH-ROOM FIXTURES

Cannot be Surpassed

AND WE WANT YOUR BUSINESS

We will do our part by shipping promptly and packing carefully.

CATALOGUE "B" SHOWS THE PATTERNS

THE CARRIAGE MOUNTINGS CO., Limited

TORONTO

HARDWARE STORE NUMBER

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, APRIL 14, 1906 NO. 15.

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
For Sale by leading Wholesale Hardware Houses.

BEST STEEL SHEETS

"QUEEN'S HEAD"—softest and flattest made

"SOUTHERN CROSS" — Dead flat, quality guaranteed

Also, good merchant quality, open and close annealed.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

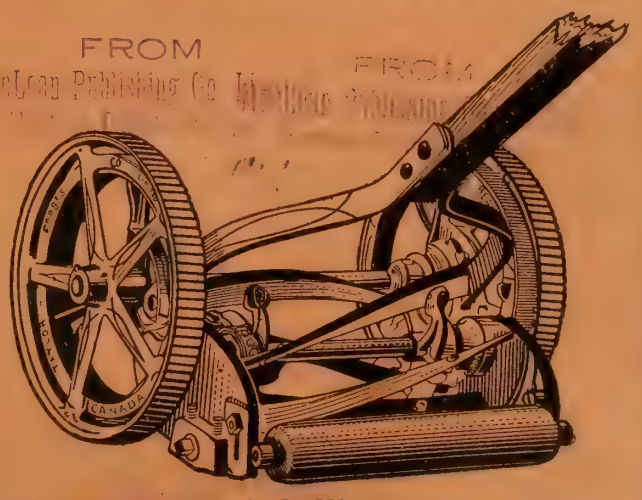
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

Never Mind The Others

Just look after the best mowers:

WOODYATT
DAISY
EMPRESS
ETC., ETC.

Jobbers like to sell them. People like to use them. Why shouldn't you "profit?"



OUR LAWN MOWER CATALOGUE IS READY—GET A COPY

TAYLOR-FORBES COMPANY, Limited

The Largest Manufacturers of Hardware in Canada.

TORONTO: 1088 King St. West

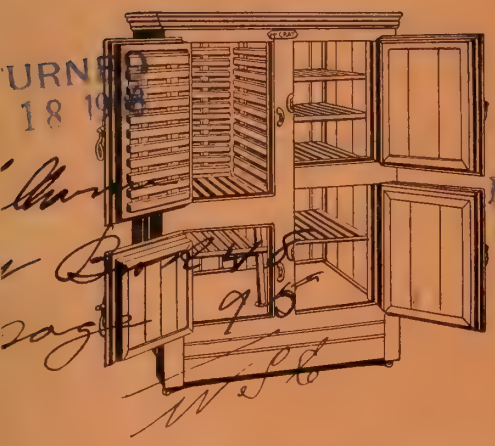
Head Office and Works: GUELPH, ONT.

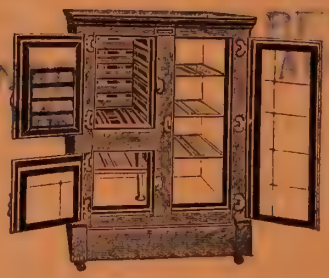
MONTREAL: 9 De Bresoles Street.

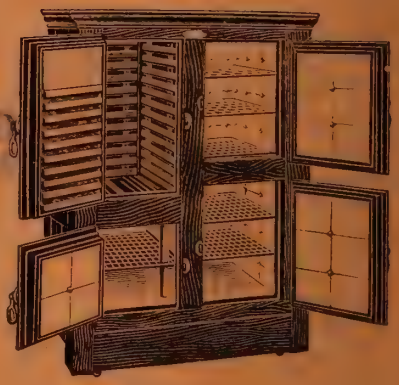
See Classified List of Advertisements on Page 79.

Refrigerators

of All Kinds Suitable for the Home or Store







The above cuts illustrate three of the most popular patterns of the McCray Refrigerators.

The McCRAY Patent System

This is without question the most perfect system of refrigeration ever invented, and McCray refrigerators are all built under the McCray patents, which give such an absolutely perfect circulation of pure, dry, cold air, that foods are always kept in perfect condition.

In the McCray Refrigerator the circulation is so perfect and continuous that there is not the slightest odor or taint.

McCray Refrigerators are lined with opal glass, tile or white wood.

WRITE FOR PRICES AND ILLUSTRATIONS

RICE LEWIS & SON

LIMITED

TORONTO.

CMC TORONTO

The Quality and Finish
of our make of

BATH-ROOM FIXTURES

Cannot be Surpassed

AND WE WANT YOUR BUSINESS

We will do our part by shipping promptly and packing carefully.

CATALOGUE "B" SHOWS THE PATTERNS

THE CARRIAGE MOUNTINGS CO., Limited
TORONTO

GET OUR PRICES ON

REVOLVERS

Harrington & Richardson. Iver Johnson
Sizes 22—32—38 Calibre

Hammerless

Never out of style. Always up to date.
The best is what you want.

THOS. BIRKETT & SON CO., LIMITED
OTTAWA, ONT.

Other Tools are very Good Tools, but

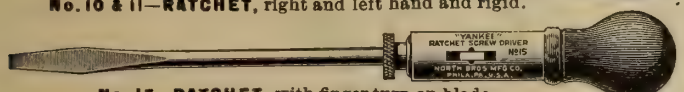
"YANKEE TOOLS" ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



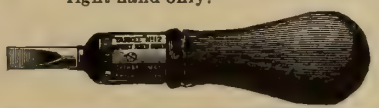
No. 15—RATCHET with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.



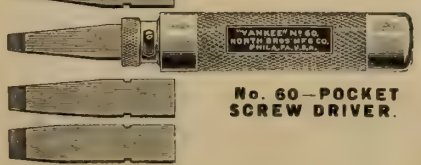
Chuck and 8 Drill Points for spiral ratchet screw driver.



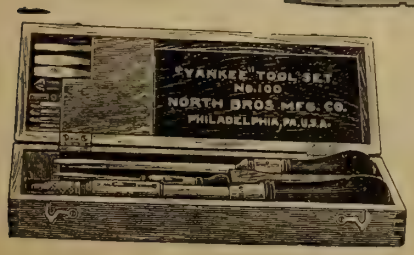
No. 12—RATCHET, with stub blade



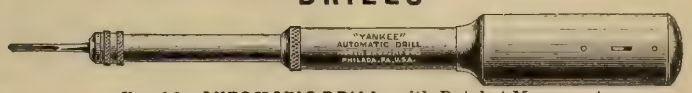
Countersink, for spiral ratchet screw driver.



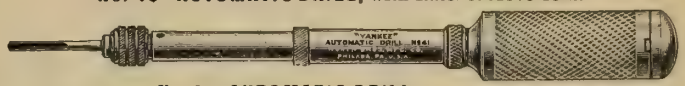
No. 60—POCKET SCREW DRIVER.



DRILLS



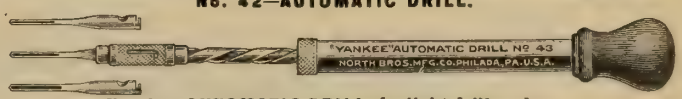
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

We manufacture Cordage and Binder Twine of every variety.
We solicit your 1906 business for the following brands:

Blue Ribbon,	650 ft.	per lb.
Red Cap,	600 "	"
Tiger,	550 "	"
Standard,	500 "	"
Golden Crown,	500 "	"

Consumers Cordage Co., Limited

MILLS: MONTREAL and HALIFAX

BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

A QUICK SELLER—
LIGHTNING BIT BRACE

No Jaws
No Sleeves
No Springs

Quickest
Acting Brace
on the Market

It will center a bit every time and show whether the bit is straight for boring a straight hole.

For every-day work, it is as good a brace as any costing three times as much.

In other words, for a brace to do ordinary work, this simple article has merit and answers every purpose.

WRITE FOR PRICES

LEWIS BROS., LTD.

MONTREAL

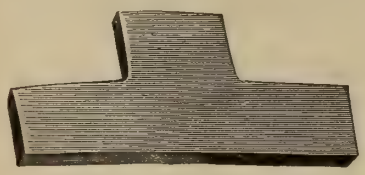
OTTAWA
TORONTO

WINNIPEG

VANCOUVER
CALGARY

BULLDOG Patent Solid One-piece

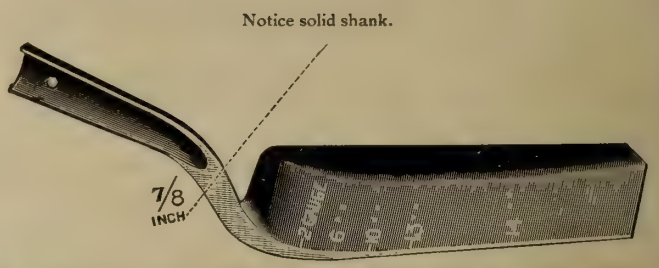
Shovels, Garden Spades, Post and Ditching Tools



One-piece Shovel Blank



One-piece Shovel Blank with Socket Drawn



Sectional view of finished one-piece "Bull Dog" shovel, showing gauge of steel or thickness at different points



Blade and Socket forged from one piece of solid Cast Steel. Thick Centre, Tempered and Hardened, Wrapped in Burlap. Extra Selected Quality Ash Handles.



WE GUARANTEE THEM

The Canadian Shovel & Tool Company LIMITED

MANUFACTURERS

WRITE FOR CATALOGUE

HAMILTON, CANADA.

H. S. HOWLAND, SONS & CO. LIMITEE

HARDWARE MERCHANTS

Wholesale Only

138-140 WEST FRONT STREET, TORONTO

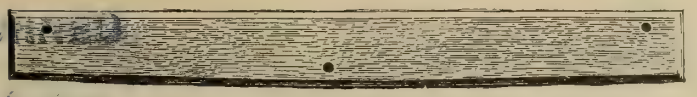
Only Wholesale



End Clevices



Heavy, Round and Oval Whiffletrees, second growth ash



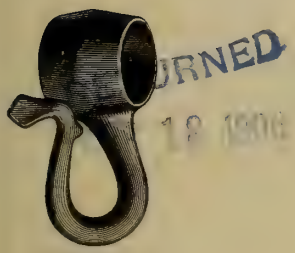
Heavy Doubletrees, second growth ash, 2x4x48 in.



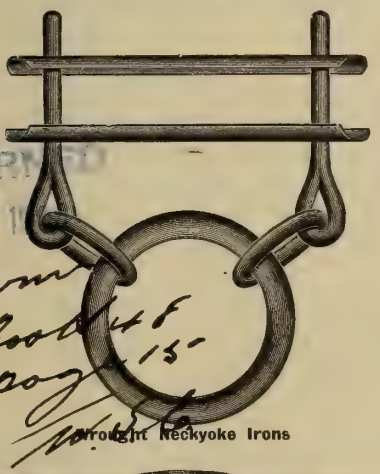
Plow Clevices



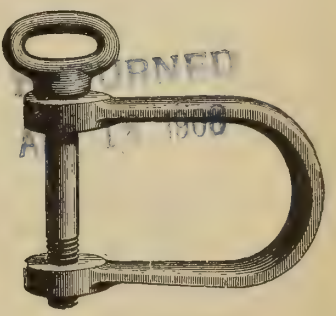
Heavy Team Neckyoke, second growth ash



Whiffletree Hooks



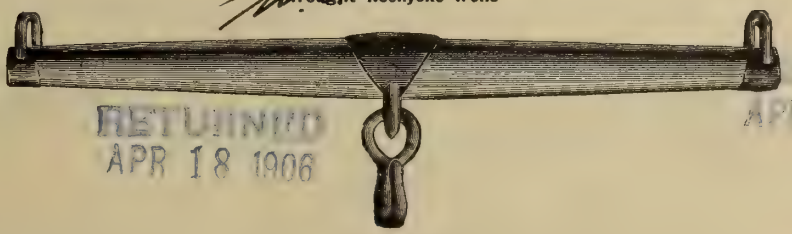
Wrought Neckyoke Irons



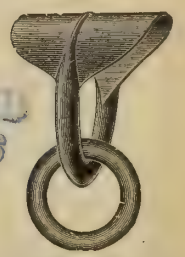
Malleable Clevices



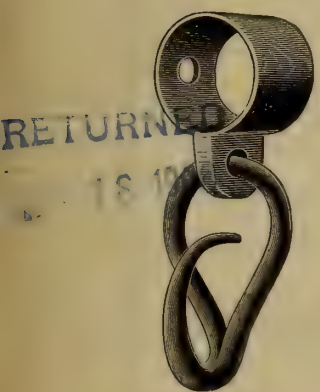
Ferrule and Rings



Ironed Plow Whiffletrees



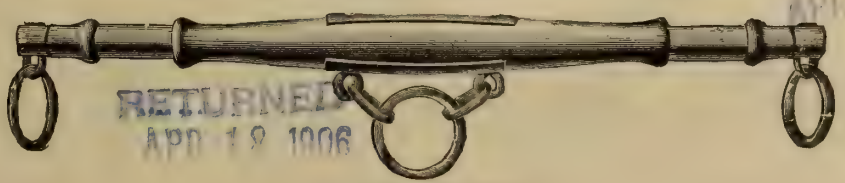
Centre Clips and Rings



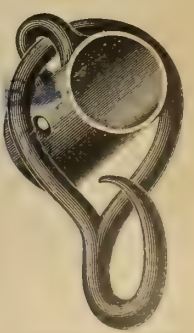
Ferrule and Hooks



Ironed Waggon Singletrees



Ironed Waggon Neckyokes



Ferrules and Hooks

For fuller description see our Hardware Catalogue.

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We Ship Promptly

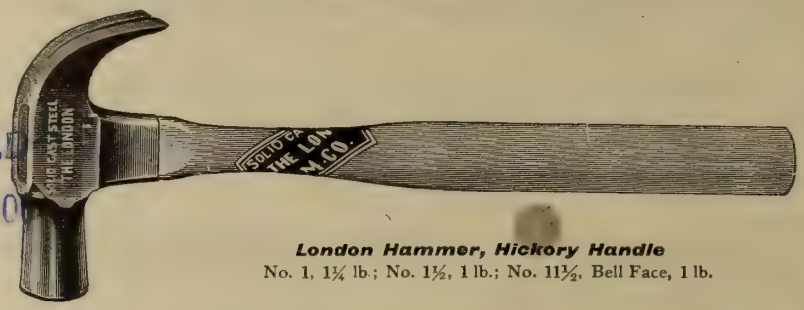
Factory: Dufferin Street, Toronto

Our Prices are Right

ALWAYS HAVE SOMETHING NEW TO INTEREST YOUR TRADE. NEVER LET YOUR STOCK GROW STALE

NOT WHAT YOU PAY BUT WHAT YOU GET

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London Hammer, Hickory Handle
No. 1, 1¼ lb.; No. 1½, 1 lb.; No. 11½, Bell Face, 1 lb.

IS THE REAL TEST OF VALUE

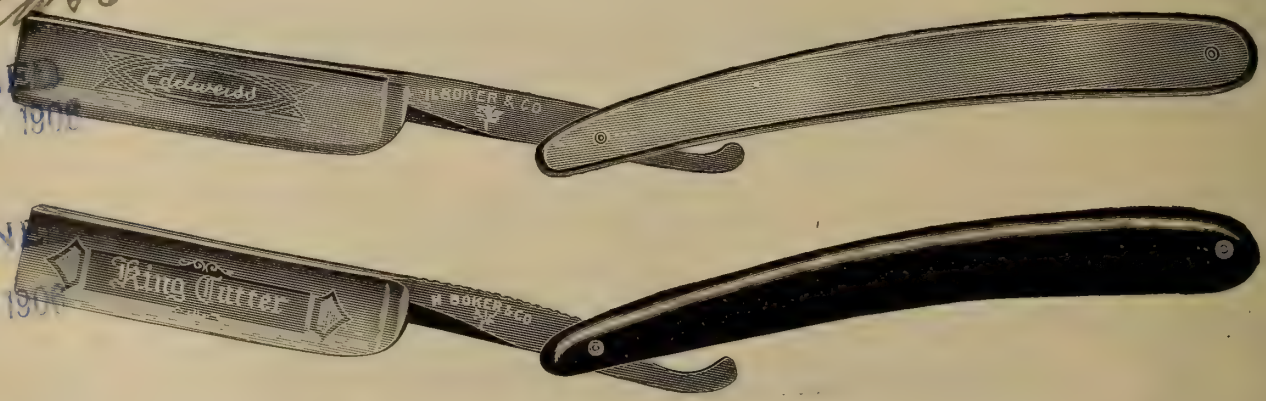


London Hand and Rip Saw, Carved Beechwood Handle
Hand sizes, 18, 20, 22, 24, 26-inch; Rip, 26-inch

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Earnest effort in the direction of trade-making never fails to achieve results.

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TORONTO and LONDON

We Lead in Cutlery

Business Bringers

They Are Brisk Sellers Every Time

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The Peerless "American Twin"

EASY TO OPERATE



FREEZER

The Twin

is a unique production, in that two flavors can be made with one operation.

The can is divided by a vertical partition which rests against the cover, effectually preventing the passage of the contents from one side to the other.

It is operated by a lever, a much easier method than the old time crank machine. The scrapers work automatically, the frozen particles being thoroughly scraped off the can.

Though it has been on the market but two seasons, sales have exceeded all expectations.

Nine sizes—2, 3, 4, 6, 8, 10, 12, 15 and 20 quarts.

Order Promptly Filled.

The Gem

is the old reliable stand-by, which has been more often imitated than any other freezer.

It is the only real double-action freezer with a reputation for good work.

The double action insures positive scraping of all particles from the can.

All that is best in Ice Cream Freezers is embodied in the Gem, as evidenced by the test of many years of practical use.

Besides being the easiest running crank machine, it has had the largest sale of any freezer on the market.

Ten sizes—Toy, 1, 2, 3, 4, 6, 8, 10, 12 and 14 quarts.

All Sizes in Stock

The Old Reliable "GEM"

RETURNED APR 1 1906
Y.o. Montreal
Cut Book #8
Page 83
Filed

DOUBLE ACTION



FREEZER

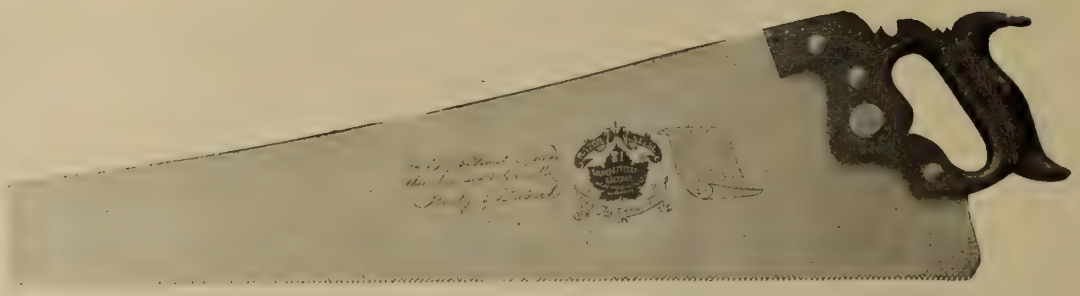
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No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

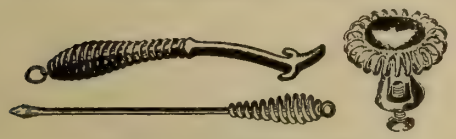
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ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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Makers of Good Goods Only.



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For Lawns, Gardens, Cemeteries, Parks, Etc.

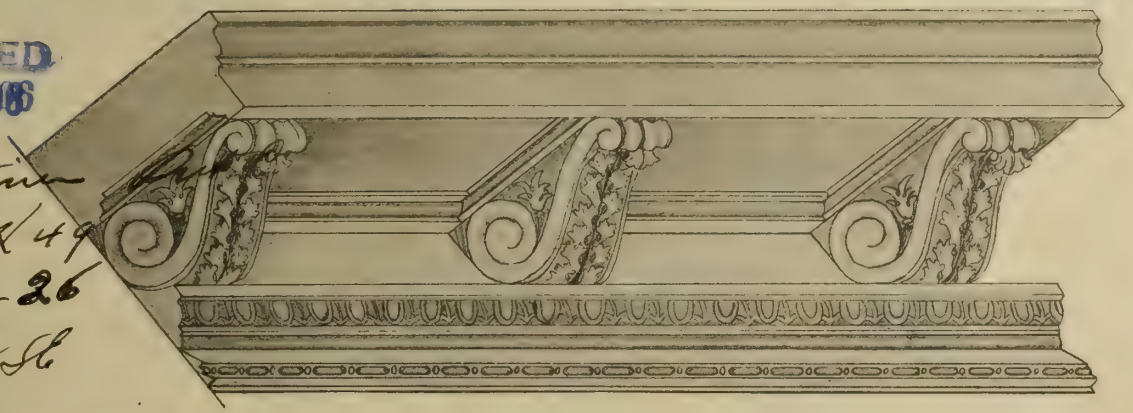
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Any height up to 8 feet and any length from 10 feet up. No waste.

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To Mortimer
Cut Book 49
page 26
W S C



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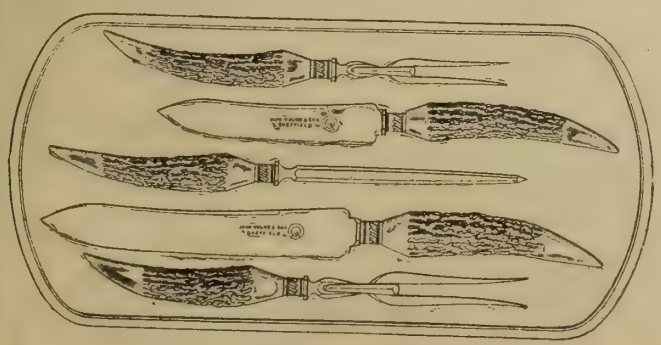
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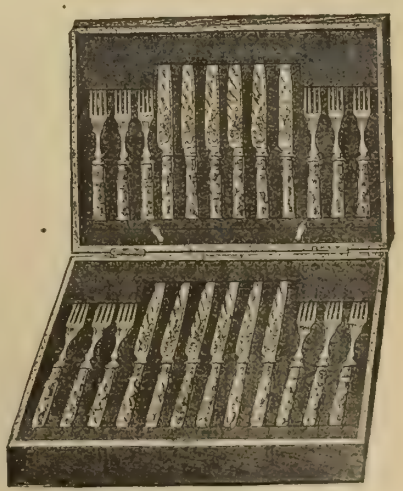
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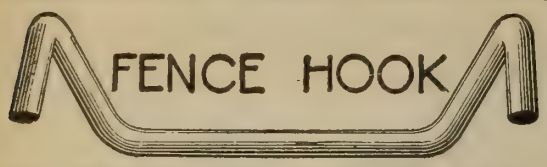
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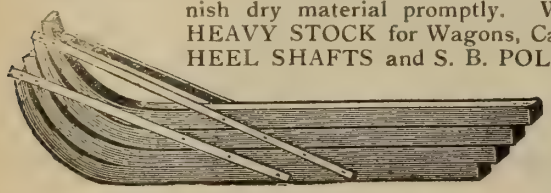
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We use strictly first-class material, and good workmanship.

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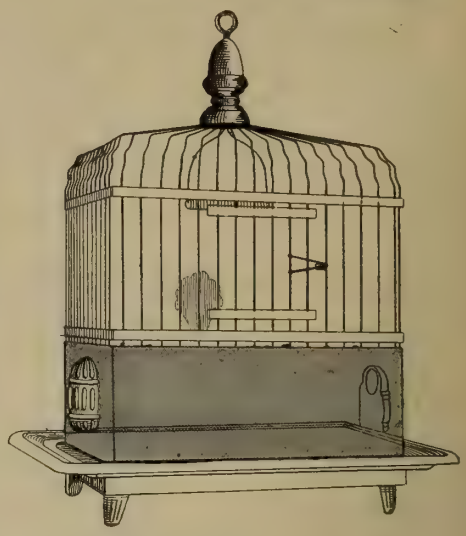
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This Cage is supplied with or without Brass Guard and Draw Bottom.

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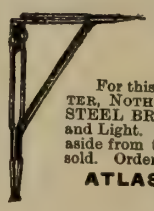
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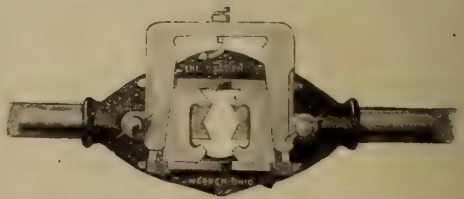
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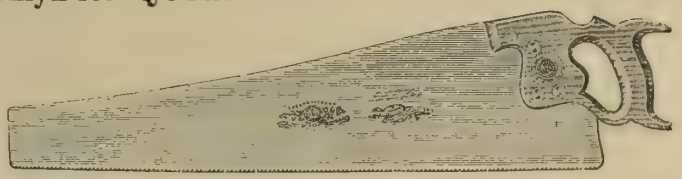
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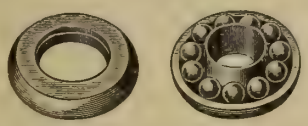
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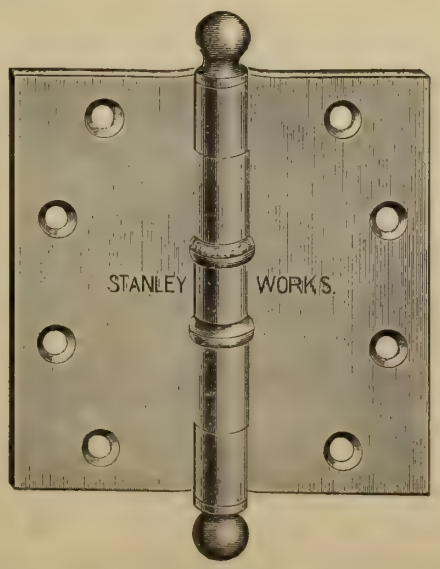
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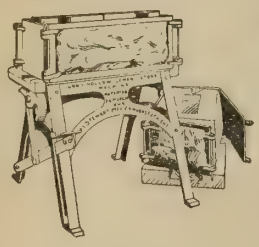
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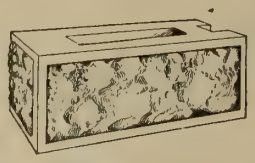
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INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine

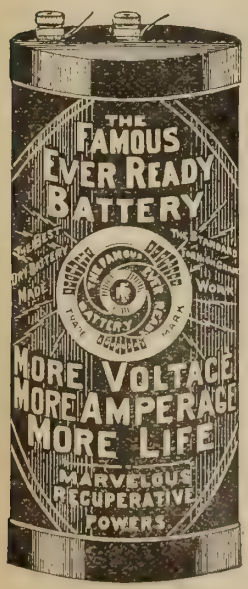


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FOR AUTOMOBILE and GASOLINE ENGINE USE

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"TWEED" STEEL TROUGHS. We have improved our Steel Hog Troughs. Make better, finish better, and have cut our prices away down. Get our free catalogue and new prices, you will want them.

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Dark Mahogany Brant-Lac

The result showed clearly what an excellent varnish wood-stain **Brant-Lac** is. The chair was placed in the window and many enquiries resulted.

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BRANT-LAC can be had in ten different colors.

With each shipment we send a hanger showing the different shades. This hanger enables you to "demonstrate."

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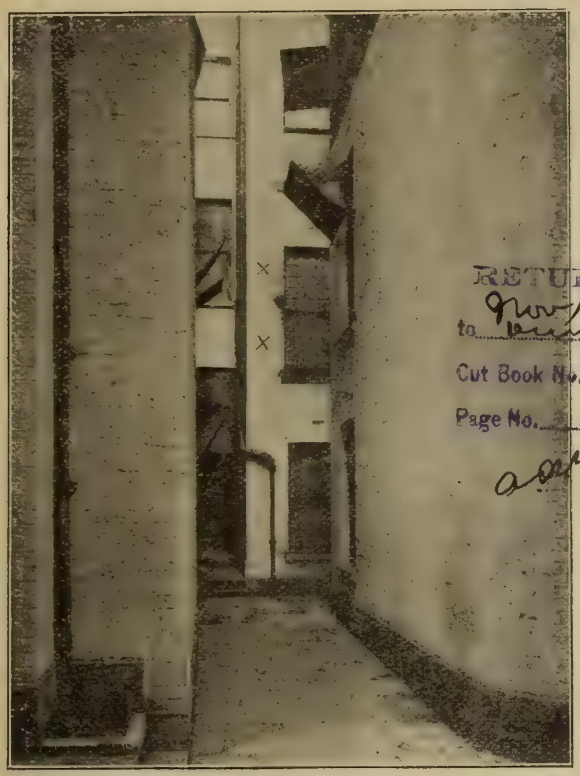
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to Nov/14/02
Cut Book No. 57
Page No. 59

IT IS JUST

in such places as the accompanying photograph illustrates that daylight is most required.

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triumphs over the "dark" obstacles in these cases, just as effectively as in cases where the road is royal

The Price of Maximum Light Class is the same as that of the ordinary Sheet Prismatic Class.

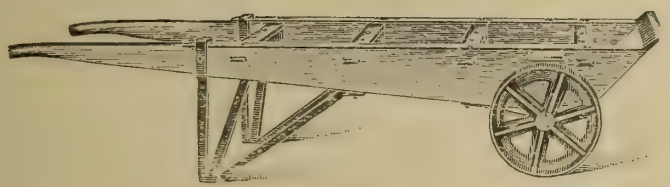
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84 inches long, 30 inches wide. Wheels 14 by 3 inches.

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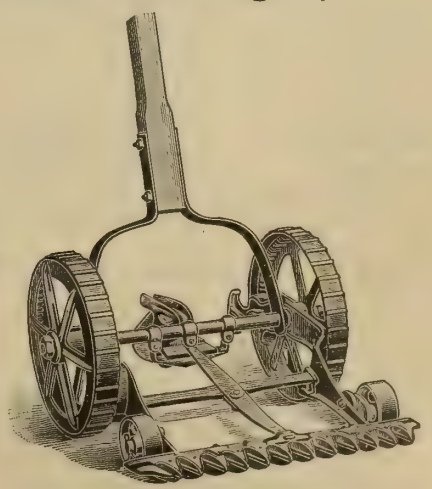
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Clipper Lawn Mower Co.

DIXON, ILL.

Manufacturers of Hand and Pony Mowers, Also Marine Gasoline Engines, 2 to 8 H.P.



THE MOWER

That will **Kill all the Weeds in your lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear.

THE CLIPPER WILL DO IT.

No. 1—12 in. Mower - - - -	$4 50
" 2—15 " " - - - -	5 00
" 3—18 " " - - - -	5 50
" 4—21 " " - - - -	6 00
Pony, 24 " " - - - -	13 50

Please send Draft or Money Order and we will ship the day the order arrives.

THE STERLING POWER HACK SAW

COMBINES SYMMETRY OF CONSTRUCTION WITH GREATER POWER "IT'S STERLING VALUE".

GEAR DRIVEN.

GRAVITY FEED.

TIGHT AND LOOSE PULLEY.

AUTO-MATIC SHUT OFF.



IT'S IMPROVEMENTS MAKE IT A GREAT STEP IN ADVANCE OF ANY OTHER POWER HACK SAW. BE CONVINCED - GET OUR CIRCULAR.

DIAMOND SAW & STAMPING WORKS
BUFFALO, N.Y., U.S.A.

Wanted
Hardware Dealers

As Agents for

Iron Fencing,
Fire Escapes,
Window Guards,
Lawn Seats,
Railings, Etc.

DENNIS WIRE & IRON WORKS CO., LIMITED
London, Ont.

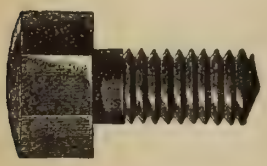
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THE JOHN MORROW MACHINE SCREW COMPANY, Limited
Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.
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B. A. GRAUTOFF & CO.
8 Fenchurch Buildings, London, E.C.
Import and Export.
Old established house with highest connections in Great Britain and on the Continent of Europe.
Cable Address, "Grautoff London," Liebers Code.

WORK AND PRICES RIGHT
GALVANIZING
ONT. WIND ENGINE & PUMP CO. LIMITED.
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CELEBRATED HEINISCH SHEARS

Tailors' Shears,
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Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

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NEW YORK OFFICE, 188 Chambers St
NEWARK, N.J., U.S.A.

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

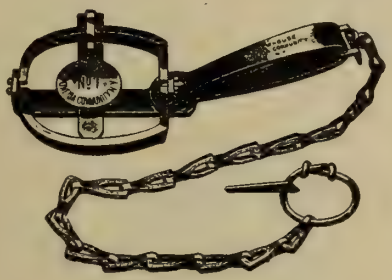
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WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents

MAPLE LEAF
STITCHED COTTON DUCK
BELTING
DOMINION BELTING CO. LTD.
HAMILTON CANADA

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



Newhouse Steel Traps

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

ONEIDA COMMUNITY, Limited

Write for Catalogue — NIAGARA FALLS, Ont.



ASK ANY PUMP MAN

who has ever used our Fig. 92, and if he does not say "it is the best ever," then we will acknowledge "the exception which proves the rule." There is no use looking for anything better than we have in our catalogue and prices must of course be right, as well. Let us have a little talk together.

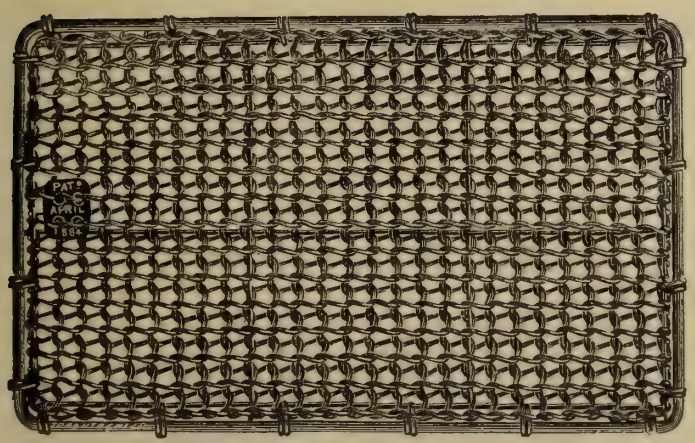
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R. McDougall Company,

LIMITED

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WIRE DOOR MATS



The cleanest, most durable and perfect sanitary Mat made.

Has been on the market for 20 years.
All sizes and shapes made to order.

For stock sizes, see catalogue.

The B. GREENING WIRE CO.

Limited

Hamilton, Ont. — **Montreal, Que.**

EVERY USER OF TIN CANS

is invited to get ready for the coming season by ordering now.

You will make no mistake in placing your order with

The Acme Can Works

We have had your interest in view and have spared no expense in equipping our factory with the latest and best machinery for making cans. With our new building, which is now almost complete, we will be able to double our capacity of former years and will supply the ***best*** cans available—cans made from British tin plate of the best quality and best workmanship — ***Prices Right, Liberal Treatment, Prompt Shipments.***

Acme Can Works, - Montreal

CAN YOU

Dress a Window

OR

Write an Ad?

Then see our offer of Special Prizes for the Best Seasonable Window in April and the most effective ad. of hardware lines appearing in April and sent us before May 1. For particulars see the announcements in our Window Display and Effective Advertising departments.

PAINTS AND BRUSHES, BUILDERS' AND GARDEN TOOLS

are all seasonable spring lines. Try and prepare the prize-winning window or the prize-winning ad. Time is flying, so "do it now."



The **SOCKET STRAP**, of which we are sole makers in Canada, is significant of strength and durability. Our Brands:

"PETERBORO"
"LUNDY"
"IRWIN"
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Get these and you have the **BEST.**

We make everything in the line of Solid and Hollow Back Shovels and Spades. Locomotive and Grain Scoops, Draining Tools, etc.

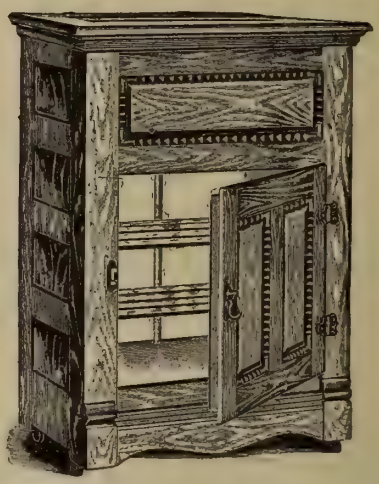
QUALITY and WORKMANSHIP fully guaranteed.

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HANSON'S



DRY COLD AIR PRINCIPLE
Makers of the Best Refrigerators
PRICES MODERATE

Write for a catalogue; it will not cost you a cent, and may be the means of doubling your Refrigerator sales. Our cheapest goods have all Brass Trimmings. No Elm used in the construction of our goods. The cheapest made in ash and the better class in oak, lined with Galvanized Iron or vitrified enamel, insulated with mineral wool, automatic refrigerator traps.

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MONTREAL

You don't need Glasses if you use

ACETYLENE

It is that pure white light you have been looking for.

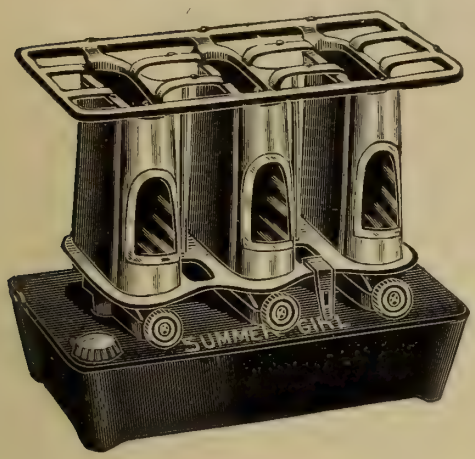
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THE CONTINENTAL HEAT & LIGHT CO.
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Hot Weather Necessities

OIL STOVES



THE "SUMMER GIRL"

Width of Flame 4 inches—1, 2 and 3 Burners.

"GERMAN"

Glass Bottom Stove—1, 2 and 3 Burners.

ICE CREAM FREEZERS

THE "LIGHTNING" AND "AMERICAN TWIN"

In all sizes from 1 to 20 quarts.



"EAGLE" Tin Bottom—2 and 3 Burners.

STANDARD BLUE FLAME WICKLESS OIL AND GASOLINE STOVES—all sizes.

We have on hand a good stock of the above lines at right prices.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

Now is the Time

to sort up, before putting your skates away, and

Sort Up With Canada's New Skates

—a line that we intend to help you sell when the next season opens up.



There's money in it for you and they are guaranteed.

CANADA CYCLE & MOTOR CO., Limited

BRANCHES:
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TORONTO JUNCTION

43



From now on

it is the Peerless Iceland Freezer and how to be sure ice cream is pure—in every magazine the woman picks up.

Be ready for her.
Ask your jobber.

THE DANA MFG. CO.,
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Canada's Best—The World's Standard

BUFFALO FORGES

Gold Medal

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NO. 200 BLOWER.
The Pride of the Modern Smithy.

TOOLS WITH AN

INTERNATIONAL REPUTATION

MADE IN MONTREAL



NO. 625 FORGE.

CANADIAN BUFFALO FORGE CO., Limited

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Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

The Banwell Hoxie Wire Fence Company, Ltd.
Dept. J, Hamilton, Ont.



Wire Fencing and the Dealer

No doubt you have heard of other Wire Fencing besides the "Dillon"—heard of certain merits which they possess.

But you have never heard of any other Wire Fencing being just like the

DILLON HINGE-STAY FENCE

Don't you want to sell a fence that you can have a monopoly on, and not one almost the same as all the other dealers sell? The "Dillon" has no copyists; therefore, you will have so much less competition.

Which Fence Will You Sell?

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.

HOLZMAN BROTHERS

BANKERS

401 Broadway, NEW YORK

Offer exceptional financial facilities to Manufacturers, Importers and Exporters to increase the volume of their business on the security of their accounts receivable.

Arrange to establish and maintain the credit of Selling Agents.

Act as custodians and guarantors for foreign and domestic shippers.

Accounts receivable guaranteed and financed.

SOLARINE

Liquid Metal Polish

The Acknowledged Standard

Genuine Solarine is put up in red label tins with "Old Sol's" face in yellow.

A good seller everywhere. Only try it and be convinced.

Attractive Card sent with order. Address—

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"THE EMLYN" SAW BENCH

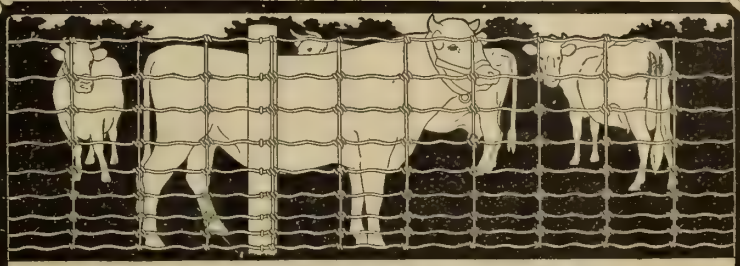
Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

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Cables—"Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON., ENGLAND

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



Why You Should Sell THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

McGREGOR-BANWELL FENCE CO., Limited, Dept O, WALKERVILLE, ONTARIO.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Selling to the Hardware Jobbers Only.

Correspondence Solicited.

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Pink's Lumbering Tools

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, etc.

WE MANUFACTURE ALL KINDS OF LUMBER TOOLS

Pink's Round Bill Peavys, Handled in Split Maple.
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Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.
Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

I CAN FURNISH YOU WITH THE

Brazil Patent Snow Plough and Road Maker; also The Desjardin Patent Log Sleighs.

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THOMAS PINK & CO., Pembroke, Ont., Canada

Long Distance Phone No. 87

Foreign goods have had their day in Canada

KEEP UP WITH THE TIMES AND ORDER

"DOMINION" AMMUNITION

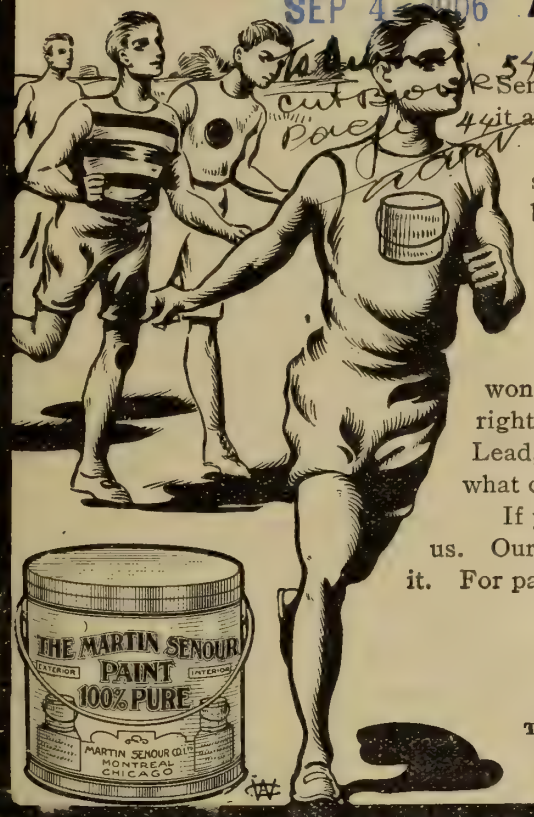




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A Winner For Dealers



High quality, purity and durability is what puts The Martin Senour Paint ahead of all competitors, gives it a ready sale and makes it a general favorite among paint users.

Inside or outside the result is the same—a handsome finish, splendid wear and everybody satisfied. Its the old story of the best being the cheapest and WINNING IN THE LONG RUN.

Paint that does better work, looks better and wears longer is the kind that brings future orders and establishes trade.

THE MARTIN-SENOUR PAINT

won't sell itself and we don't claim it will last forever, but we do stand right back of our guarantee that it's made of unadulterated White Lead, Zinc and Linseed Oil. We sell it subject to chemical analysis—what could be fairer than that?

If you are in a mood for money-making and trade-building write to us. Our proposition will interest you and we would like to tell you about it. For particulars address

THE MARTIN-SENOUR CO., Ltd.

142-144 Inspector St., Montreal.
2514-2522 Quarry St., Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Limited. Winnipeg.

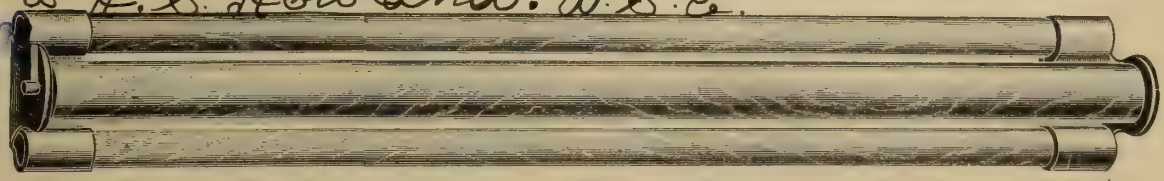
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QUICK SELLERS

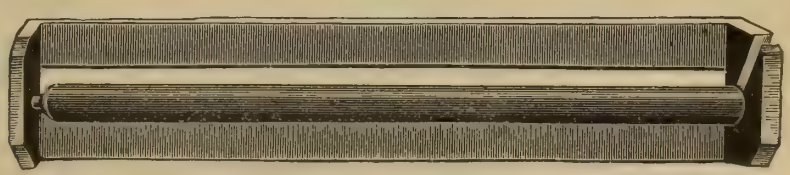
to K. S. Howland. W. S. E.



No. 400 H.

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THEY SELL ON SIGHT



No. 406 H.

CAN OPENERS — PARING KNIVES — MINCING KNIVES — "BEST" MOP

THEY ARE ALL THAT A GOOD TOWEL ROLLER SHOULD BE

Our No. 400 H. Towel Roller is made from the best grade of material, and has bright steel ends which are lacquered to prevent rusting. Varnished dowels with steel pins. Length 18 inches. Certainly the best on the market.

Our No. 406 H. is also a neat and serviceable Towel Roller. It is plain and nicely finished, and gives entire satisfaction wherever used.

THEY ARE SOLD BY THE LEADING JOBBERS EVERYWHERE

Made by

The Cumming Manufacturing Co., Limited

RENFREW, ONTARIO

We manufacture Wood Turnings and Handles of all Kinds

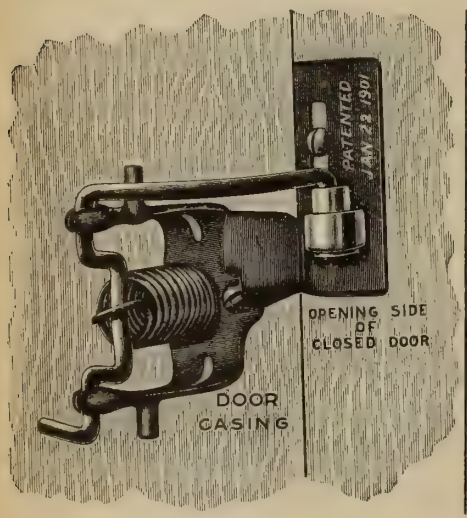
IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL



THE MALLORY DOOR CATCH

INDISPENSABLE FOR SCREEN DOORS

This patent device prevents screen doors from standing open. It doesn't matter whether they are sprung or warped—the "MALLORY CATCH" closes them up tight, and there is no possibility of the flies getting in. It keeps the door closed without locking. This new catch can be used on any door and is of great importance for completing the latching and prevents the rebounding of Public Doors.

"THE MALLORY DOOR CATCH SELLS ON SIGHT."

Mounted models for counter use furnished through the jobbing trade.

Manufactured and distributed by

THE NEWBRO MANUFACTURING CO.

15 Chatam St. W., WINDSOR, ONT. and *35-37 Milwaukee Ave. W., DETROIT, MICH.*

From "Torontonians as we see 'em"



W. G. HARRIS, Gen. Manager

HERE ARE TWO

BABBITT METALS

"IMPERIAL" 40c per lb.
No. 4 - 7c per lb.

"IMPERIAL"—No engine too large or particular but this metal will serve.

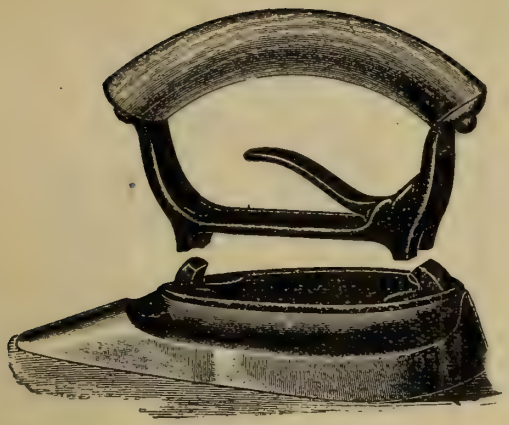
No. 4—Our lowest metal, for much light work is excellent value.

If you want to know what we know, let us know what you want to know.

We are Babbitt Specialists

THE CANADA METAL CO.

TORONTO



Wilcox Sad Irons

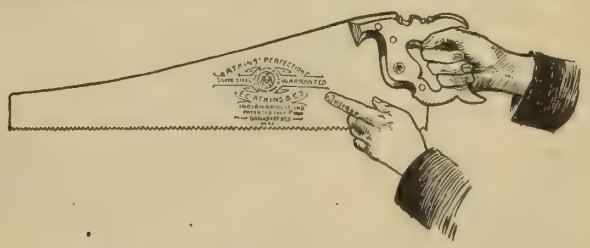
are the best
Irons to handle because
they give
satisfaction.

In Sets or Singly



WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.

There's the Saw



Made of **SILVER STEEL**—will hold its keen cutting edge longer without re-filing. Taper ground and balanced just right, it will do its work easily and well. Ask your dealer for

ATKINS' HIGH GRADE SILVER STEEL SAWS

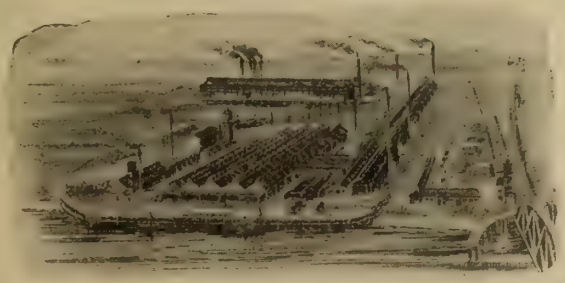
"Finest on Earth"

Write for Universal Time Book and Hand Saw Booklet.

E. C. ATKINS & CO., Inc., FACTORIES AND HOME OFFICE: Indianapolis, U.S.A.

John Summers & Sons, Limited

Hawarden Bridge Works, Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



DEAD FLAT SHEETS, Black or Galvanized.

BEST and CHEAPEST for all kinds of work.

We are the largest makers and give you the

MAXIMUM QUALITY AT
MINIMUM PRICES

Agent: F. Hankin, Montreal

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers — Send for 1906 Catalogue

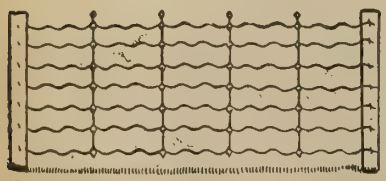


The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — EASTERN AGENTS

HAMILTON — ONTARIO

DIAMOND BRAND



is guaranteed HIGHEST CARBON, Cleveland Coiled Spring Wire, biggest profit, we sell trade only. Car lots shipped direct from our Cleveland plant.

Write before buying.

DIAMOND GRIP. Pat. Jan. 1895

CANADA FENCE COMPANY LIMITED, LONDON, ONTARIO.

LOOSE-LEAF SYSTEMS — CRAIN — OTTAWA, ONT.

Retail Book-keeping

The Crain Monthly Account System

has special advantages over all competitors in continuous systems. It includes

LEDGER SHEETS
PETTY LEDGER SHEETS
NOTES AND DRAFT SHEETS
INVOICE SHEETS
RECAPITULATION SHEETS

in fact almost the entire business of a retail store can be kept in one binder.

It is a labor-saving system. One writing charges up and at same time makes out invoice. Accounts are thereby always ready to render.

The strongest recommendations for the **Crain Systems** are our well pleased customers, from Halifax to Vancouver.

If we have a representative in your city call him up, or write us direct.

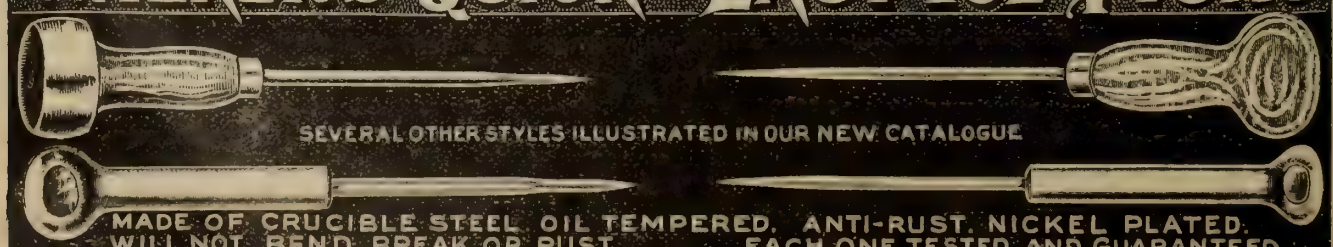
The Rolla L. Crain Co., Limited

OTTAWA, Canada.

BRANCHES AND AGENCIES

TORONTO OFFICE—18 Toronto St.
MONTREAL OFFICE—74 Allance Building, 107 St. James St.
WINNIPEG OFFICE—Sylvester-Wilson Bldg.
ST. JOHN, N.B.—Schofield Bros.
VANCOUVER, B.C.—White & Bindon.

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL, OIL TEMPERED, ANTI-RUST, NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

FROTHINGHAM & WORKMAN, LIMITED

HARDWARE, MONTREAL

Steel Shafting.

Polished, Cold Drawn, absolutely straight and true to size.

We have a large stock in rounds and squares.

A list of the sizes in our stock will show how complete it is.

Our stock of all other lines of iron and steel is equally full.

Rounds in stock :

$\frac{3}{16}$ $\frac{1}{4}$ $\frac{5}{16}$ $\frac{3}{8}$ $\frac{7}{16}$ $\frac{1}{2}$ $\frac{9}{16}$ $\frac{5}{8}$

$\frac{3}{4}$ $\frac{13}{16}$ $\frac{7}{8}$ $\frac{15}{16}$ 1 $1\frac{1}{16}$ $1\frac{1}{8}$

$1\frac{3}{16}$ $1\frac{1}{4}$ $1\frac{5}{16}$ $1\frac{3}{8}$ $1\frac{7}{16}$ $1\frac{1}{2}$

$1\frac{5}{8}$ $1\frac{11}{16}$ $1\frac{3}{4}$ $1\frac{15}{16}$ $2\frac{3}{16}$ $2\frac{7}{16}$

$2\frac{11}{16}$ $2\frac{15}{16}$ $3\frac{7}{16}$ $3\frac{15}{16}$ inch.

Squares in Stock :

$\frac{1}{4}$ $\frac{5}{16}$ $\frac{3}{8}$ $\frac{1}{2}$ $\frac{9}{16}$ $\frac{5}{8}$ $\frac{3}{4}$ inch.

Lengths 14, 16, 18 and 20 feet.

Remember our stock of iron and steel is always complete.

Do you stock more than one kind of iron ?

There is a demand for a superior grade of iron for special uses.

A superior grade of iron is often required by **contractors** for parts of hoisting machinery.

Miners demand safety in their hoisting apparatus and require reliable iron.

Lumbermen need iron they can trust to hold their booms of logs, to repair their chains and for various other uses.

There is more money in selling goods of the first class than in seling cheap goods.

This is as true of bar iron as of tin pans.

Lowmoor Bar Iron will meet the requirements of anyone who demands a reliable iron.

It has been submitted to all manner of tests, above all to the test of experience.

It has stood the test.

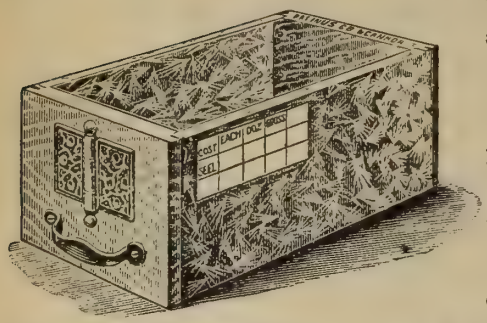
Lowmoor Bar Iron can be sold at a better profit than common iron. It is not subject to competition. It stands by itself.

Stock **Lowmoor Bar Iron** and make money out of your iron business.

FROTHINGHAM & WORKMAN, LIMITED

1809 HARDWARE, MONTREAL 1906

METAL SHELF BOXES



Wood drawers cost too much money, consume too much space, and besides shrinking and splitting are hard on shelves. The

BENNETT PATENT SHELF BOX

has none of these drawbacks. It is low in price. It saves 20 per cent. shelf room.

It is made with metal sides and fine oak front, hard oil finish. It is a "thing of beauty and a joy for ever."

Our **Price List** shows how hardwaremen, whose shelves are fitted up with wood drawers, waste money. If you are interested in **store economy**, write for price list.

CAMERON & CAMPBELL, Toronto, Sole Manufacturers for Canada

WHY NOT STOCK

Tea Sets, Entree Dishes, Dram Flasks and Waiters?

All Good Sellers.

"C. W. & S." The mark that satisfies. **"C. W. & S."**

J. A. HENDERSON, **For IMPORT or from STOCK,** **MONTREAL**

DIAMOND ENAMELED WARE

EVERY PIECE GUARANTEED

The product of *Canadian enterprise* and *Canadian workmen*



Our travellers are now showing samples

KEMP MANUFACTURING CO., TORONTO, ONT.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

AS OTHERS SEE US

A Few Compliments from Readers and Advertisers Regarding Our Special Number.

When the publishers of Hardware and Metal decided to make a wide departure in the arrangement of the reading matter and advertising pages of the annual Spring number the change was made with some fear that it would not be appreciated by advertisers. This fear has been dispelled, however, as while innumerable letters commending the change have been received, no one has yet sent in a word of criticism. The placing of all advertisements in departments in the front and back pages, and the grouping of all the reading matter in the centre of the paper can, therefore, in the light of such universal approval be considered a permanent arrangement for future Special Numbers.

That the 1906 Spring Number was a success and an improvement in every respect upon all previous issues is well proven by the number of letters received, a few of which are reproduced on this page. From an advertising standpoint the issue was about 30 pages larger than in any former year, while the standard of the reading matter was much improved, and the entire number illustrated in a pleasing and thorough manner.

Following are a few of the letters received:

* * *

Mr. F. W. Davis, traveling saleman, representing Sanderson Pearcy & Co., Toronto, when sending in a subscription, said:

"I think he would also like a copy of the Special Number if you have a copy left, which is without doubt one of the nicest and most useful magazines of its kind printed."

* * *

Campbell Bros., manufacturers of axes, etc., St. John, N.B., write:

"Special Number of Hardware and Metal just to hand and we are very much pleased with our advertisement and think the workmanship of the whole journal surpasses any you have previously published.

* * *

Mr. William Smaill, secretary-treasurer of the Canada Horse Nail Co., Montreal, writes:

"With reference to the Annual Spring Number of Hardware and Metal under date of 24th inst., copy of which we have carefully inspected from cover to cover: it affords us pleasure in conveying to you our appreciation of the same, and the labor such a copy involves. We also desire to express our preference for the method adopted in this issue of separating the reading matter from the advertisements. Taking it altogether, viewed from every standpoint, it is a most satisfactory number, and reflects a great deal of credit on your stoff in all departments."

Mr. F. J. Taylor, manager of the Western Foundry Co., Wingham, in a letter regarding advertising, said:

"We received to-day a copy of the Special Spring Number and are very much pleased with it."

* * *

Mr. B. S. Stephenson, associate editor of the Iron Trade Review, Cleveland, Ohio, writes:

"Our letter of yesterday was written before I had a chance to examine the special issue of Hardware and Metal. This is merely a note of congratulation which it certainly deserves, both from the standpoint of material and typographical appearance, and from the amount of advertising carried. The issue is a most commendable one."

* * *

Mr. W. H. Wiggs, the Mechanics' Supply Co., Quebec, writes:

"Your Special Spring Number certainly deserves the highest praise, as it is well gotten up and the articles I find in it are a great improvement. It makes a very reliable number. The arrangement of your advertising matter is also excellent. I trust that this edition will bring both you and your clients the most satisfactory results."

* * *

Mr. J. A. Harrison, secretary of W. H. Thorne & Co., St. John, N.B., writes:

"Your Special Spring Number is a credit to yourselves and the trade that it represents. Although the writer has not yet had time to read all the copy, what he has read seems to be very much to the point, and there is no doubt that it will be a great help to all engaged in the hardware and metal business, both as employers and employes. Your arrangement of having the advertisements at either end, with reading matter in the centre, is, we think, a great improvement."

* * *

Mr. S. H. Calvert, manager of the hardware department for the R. D. McNaughton Co., at Moosomin, Sask., writes:

"Your Spring Number to hand, and I have read same with a great deal of satisfaction. You certainly improved this issue very much by placing the ads at front and back of same. Am quite disappointed after looking through your special issue to see that the manufacturers of the supposed best range in Canada have nothing to say. Might say that when a person is pushing a line he is anxious to see what the manufacturers have to say for themselves. Would like very much to see an item in your paper requesting wholesale houses to send invoices promptly. There are a couple of houses in Winnipeg that send these about eight days after the goods have been shipped. Several times we have had cars in our warehouse days before the invoice would come to hand. You can easily understand the trouble this would cause. On two different occasions we found it necessary to wire eastern houses for invoices with a car of hardware in the store waiting to be marked. This Special Number is worth to the writer more than a year's subscription.

* * *

David Maxwell & Sons, manufacturers of farm implements and hardware specialties, St. Marys, Ont., write:

"Your Special Spring Number of March 24th is a very creditable production both as a specimen of the printer's art and the general arrangement of the matter."

* * *

The daily newspapers quoted extensively from the Special Number, the article on "High Rates of Interest" attracting attention in New York banking circles after being copied and quoted from by many of the leading daily papers in the large Canadian cities. Speaking of the whole number, the Montreal Herald said:

The Annual Spring Number of Hardware and Metal, which is just off the press, is probably the most ambitious number of its kind which this journal has yet issued. Not only is it larger than in former years, but its general appearance shows a marked improvement. It is printed in clear type on good paper, and the general effect is enhanced by a number of half-tone illustrations. The table of contents contains many articles of value to the hardware retailer and to storekeepers in general, and, altogether, the number is one which cannot help but prove interesting and instructive to its readers.

* * *

"There is a lot of good stuff in that Special Number of yours," were the words of one of the departmental heads of H. S. Howland, Sons & Company, Toronto. Different ones in this firm have expressed their appreciation of the special edition of Hardware and Metal, and on more than one occasion the attention of callers has been directed to articles of interest contained therein.

* * *

"We like our ad in your Special Number very much. Can we have a few extra copies," telephoned Mr. C H. Fleming, manager of the Toronto branch of the Capewell Horsenail Co., the morning after the issue was mailed to our readers. This is only one of several compliments paid to the mechanical make up of the number.

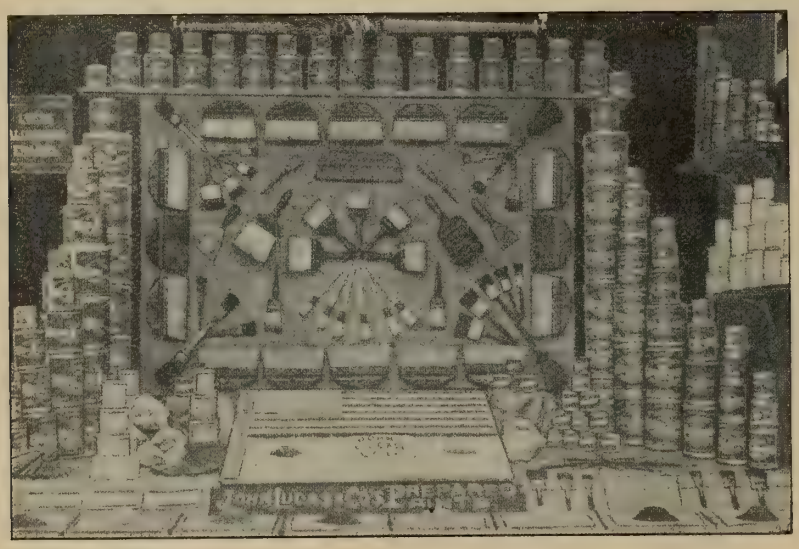
WINDOW AND INTERIOR DISPLAY

HOUSECLEANING TIME.

When the Summer sun moves southward and the short Winter days begin to lengthen new life and vigor is imparted to mankind, tonics are in demand and a general desire is awakened for a different environment than that which was enjoyed during the cold Winter months. The tailor is made glad by orders for new Spring suits or overcoats and the hardwareman, if he is enterprising enough to go after the trade, can capture a big trade in woodenware and brushes from the housewife who has to face the disagreeable task of Spring housecleaning.

The labors of housecleaning can be lightened much by the use of the many lines for sale in hardware stores, and it is good business as well as the duty of the merchant to bring the modern labor-saving devices before the attention of their women customers by attractive advertising in the local papers and by catchy window displays of whitewash, scrubbing and paint brushes, patent mop wringers, carpet sweepers, woodenware, carpet beaters, wall and cobweb brushes and brooms, ladders, window cleaners and other such goods. The man of the house can be appealed to to save doctors' bills by seeing that the drudgery of scrubbing and cleaning is done away with by purchasing at small cost the result of the latest inventive genius. "It is cheaper to wear out woodenware than women's," lives would be a good thought to emphasize in the display.

The accompanying picture shows a good display of paints, colors and brushes, and while the arrangement of the brushes is not by any means original, it is a thousand times better than keeping a lot of brushes together in a corner or leaving them out of the window altogether. The grouping offers an opportunity for originality, and it is the arrangement that tells in a window display. To overcome the flat and set appearance of the brushes holes might be bored in the background and some of the brushes attached by inserting the brush handles in the holes.



Catchy Display of Brushes, Prepared Paints and Colors.

This window should be followed up with a "housecleaning" display in which the lines already referred to could be utilized. If possible arrange a dummy woman on a stepladder with a duster, window cleaner or whitewash brush in her hand, or one using a patent mop wringer as a central figure, with large woodenware in the background and brushes displayed artistically from the ceiling or walls. Such a display should bring results, as too many housewives are unfamiliar with the housecleaning labor savers to be found in a hardware store.

But the display should not end in the window. A woodenware and housecleaning goods section should be established, as even if space is limited a neat arrangement of the goods will attract attention and encourage buying. Show that you or your clerks have some ideas about taste and arrangement, and even if an extra broom or clothes pin is not sold, the display will make the store more popular with women customers.

THE WINDOW COMPETITION.

With the Easter holidays half the month is gone and only two weeks are left in which to prepare a window display and have it photographed and entered in the competition we announced three weeks ago. The conditions of the competition are simple, the only stipulations made being that the photograph must be mailed before May 1, it must be of a window display of seasonable Spring hardware goods rather than of a store front, and a brief description of how the display was made must accompany each photo. The prize of $5 is worth competing for, but the experience gained and the honor of being the winner is worth even more than the prize. It isn't too late to enter, so swing into line at once.

CHANGING THE WINDOW DISPLAY.

Frequent change in the window display is most essential, but when you have made a popular hit don't lose the best results from it by changing it too soon. The first results come from the people who are attracted by it in passing—where it ends, if the display is taken down too soon. If it remains long enough the second and best results begin through the people who are enough interested to tell and bring their friends to look; that is the stage when people get to talking about it, when it possibly is mentioned in the local papers, when people go out of their way to have a look at your window and begin to notice the store itself.

You never can tell in advance how long it will pay to leave a certain display up; that is for the public to decide for you and you must abide by their decision. So long as they keep bringing friends to see it do not disappoint them by its removal.

SUCCESSFUL SALESMANSHIP

SALESMEN WHO "DO" BUYERS.

By E. X.

"Do you know I often feel sorry for some of the 'jays' to whom I have sold a big bill of goods. I occasionally load a man up with so large a line of my stuff it's a shame to take the money, and my conscience troubles me afterward."

The above remarks were made by my fellow passenger on a Yonge street car a few days ago. The speaker apparently was about 30 years of age, and the remarks were addressed to a companion of about the same age. Being a salesman myself, I was interested.

From the further talk I gathered that the salesman who had experienced the occasional twinge of conscience was a comparatively new man on the road. At least the tone of his conversation indicated that much, and further that he would be a failure as a salesman if he continued to pursue the tactics he had described.

One of the cardinal principles which a salesman should observe is, never to sell a customer more goods than he would purchase himself were their positions reversed. Sales of the kind mentioned always acts as a boomerang. Instead of making a "customer," they have the opposite effect—the salesman has simply secured one order, and in getting it he has lost the confidence of a possible customer.

Customers—Not Orders.

The general manager once said to me when I was starting out for a new house: "Remember, now, we don't care for orders; what we want is customers." The remark sounded so paradoxical that I inquired his meaning, and he explained at length. He didn't want his salesmen placed in a position where their conscience would trouble them.

No man can succeed as a salesman unless he wins the confidence of his trade, and there is just one way to do this—by fair and square dealing. He may pick up occasional orders and "load up a jay" here and there, but he will find in a short while that his competitor is doing the bulk of the business in his territory; that is, if his competitor be made of the proper stuff, and guards the interests of his trade as zealously as he does those of his employer. Unless this is done, failure is the inevitable fate of a salesman.

Look Beyond Present Orders.

It frequently happens that a salesman's suggestions are not asked by a customer. More frequently, however, his advice is sought, and when it is it should be given conscientiously and with an eye to the future—not to the size of the single order he is taking.

Every salesman has among his trade a few "know it alls," who "know just what they want" and regard a salesman's suggestions with suspicion. The only way to handle a customer of this kind is to let him have his own way. Put down his order as he gives it, but be sure to treat him with respect, though be chary with advice. Nearly every man believes his own judgment is the best and doesn't like to have it questioned. After you have his order you can incidentally mention a few articles which are having a good sale in other localities, but which he has overlooked. Don't press him to buy any of these, however. He'll do it the next time you call; he doesn't want you to think you furnished the initiative.

The buyer who takes the salesman into his confidence is the one who gets all the best of it. He secures the full benefit of the salesman's experience, and not infrequently a better price than his "know it all" competitor.

Helps Customers; Protects House.

Of course a saleman's first duty is to his house, but no reputable business house wants to "load up" a customer with a stock of goods which he cannot handle to advantage and incidentally pay for when due. The new salesman is especially prone to look for large orders. He loses sight of the fact that he must "build up" his trade, and, in his anxiety and zealousness, is liable to do things which have just the opposite effect. Here are two good rules for new salesmen to paste in their hats. They come from two houses in the same line of trade:

"Don't try to get orders; try to make customers."

"Never misrepresent anything to a customer, and never sell him an article he does not need."

If new salesmen will follow these rules and work hard their chances for success will be bright indeed.

WHAT KIND?

It is not for you to say entirely just what kind of of goods you will carry in your stock.

To a large extent the purses of the people you serve decide that. You must suit your people. You must have the goods they want and call for, or go out of business.

That is where a man who goes in for quality strong, frequently makes a mistake. He overdoes it. He forgets that all people will not think and buy as he would like to have them.

You are there to sell merchandise. You want to sell the people what they want and educate them to buy better goods wherever you can. You want the best trade, of course, but on the other hand, you want to sell all the goods you can, and for that reason you must be prepared to suit all classes of people.

It is well to talk quality, but while talking quality do not let the impression get abroad that you are running a high priced store.

No part of your store policy demands finer treatment than this. There is plenty of opportunity for sensible discrimination on your part and don't forget that there is plenty of opportunity for costly mistakes.

UTILIZING SPACE PROFITABLY.

A certain drummer called upon a hardware dealer recently with a line of goods that took the merchant's eye as a specially good local seller. One difficulty confronted him; the goods were bulky and he had not room for them.

A glance over the crowded shelves and piled up counters made this excuse seem legitimate, but the practiced eye of the drummer had seen something. He looked at his watch, and, finding himself with a few hours to spare before train time, said: "If I convince you that you have plenty of room will you give me an order?"

"I certainly will," was the reply, and the drummer went to work. A stack of blankets was neatly folded and piled up. Shelf boxes that had been jammed in any way were straightened, and in many instances the contents of two half-empty boxes of the same goods were emptied into one. Plows and heavy hardware were rearranged, not always with a view to occupying the least space so much as to avoid future handling and dragging about to show them up. In less than an hour the merchant gave the order and then went on with the task in which the drummer had given him so practical an object lesson.

SEASONABLE ADVERTISING

LIST MAKING FOR NEW STORE.

Starting the new store furnishes plenty of opportunity for the ingenuity of a merchant, especially if he is unacquainted in a community, says The Commercial Bulletin. It takes plenty of enthusiasm, patience, hard work and good advertising. Usually the young man starting in business is very successful in this particular feature of retailing. He usually starts things off with a hurrah. Sometimes his wind is not as good for the long chase as that of the older head, but at the start he usually shows more enthusiasm and burns more of the red lights of activity. One of the men I talked with this week was a member of a western firm who recently began business in an old town, moving in and doing what they could to get a piece of the business.

With them it was simply a case of what many merchants call a very poor opportunity, if they would concede there was any opportunity there whatever. But these youngsters, full of enthusiasm and full of the gospel of up-to-date business methods, went at it with a will. Inside of three days after the store was opened many of the best people of the community had been there to see what all of the fuss was about. This advantage they have followed up. Their follow-up system is worthy of recommendation. Every person who visited the store on that date was given a souvenir and asked to register. That gave the new firm a start on a mailing list. To this they have added other names, and now they have the machinery for keeping in close touch with every person of consequence in the community.

No. 1. Feb. 15, 1906.

THIS is the first of a series of 15 cards which we intend issuing fortnightly. We issue them with a twofold purpose.

1st. — As a means of **Intellectual Profit** to those receiving them.

2nd. — As a means of **Financial Profit** to you in the saving effected by keeping closely in touch with our prices and the quality of our goods.





"Store News No. 1."

McClary's Imperial Graniteware

Once used is always used, hence our introductory offer. On Feb. 16th and week following we will give **10 per cent off regular prices** on this line and guarantee **every piece first quality. Terms Cash.** After 23rd regular prices will prevail. Enough said.

ST. MARYS HARDWARE, LIMITED

Successors to J. C. Gilpin.

A FRATERNAL CALL.

A donkey stepped into a store and the owner approached the beast and asked: "What are you doing here? You know this is no place for a donkey.' ' "I am here," said the donkey, "because I saw your advertisement on the fence that surrounds my pasture. I know you, too, must be a donkey, or you would place your advertisement in a newspaper where it would be read by people, not by donkeys. Being lonesome to-day, I thought I would be neighborly and make a fraternal call."

A CHANCE FOR CLERKS.

Some clerks take an interest in the advertising done by their store. Some don't. All should. To those who do we offer a handsome and serviceable fountain pen for the most catchy, best arranged and clearest worded advertisement of any line of goods carried in a hardware store, preferably, however, of seasonable goods in demand at this season. The ad must appear in a Canadian paper in April, and a copy of the paper mailed to Hardware and Metal not later than May 1 next.

Here's a chance to win a valuable fountain pen for little effort. Who will be the lucky one to win the prize and be known by the trade in all parts of Canada as an effective ad-writer?

THE FLAG SCHEME.

An excellent system for appealing to town trade has been inaugurated by St. Marys Hardware, St. Marys, Ont.

* * *

The scheme consists of issuing fortnightly cards with different designs on one side and advertising matter on the other.

* * *

The cards are bought in large quantities, so the company has merely to print the store news on the back and then to see to the distribution.

* * *

No. 1 of the series is illustrated on this page, and as will be readily conceded, is quite attractive.

* * *

The two cuts used are appropriate in size and the matter is not crowded. Sufficient information is given to make the reader "enquire."

* * *

St. Marys Hardware are quite pleased with the results so far, and they are to be congratulated on perfecting a decidedly original plan of advertising.

ADLETS.

Advertising has its own reward. Sow a good ad and you will reap public patronage.

* * *

Decide to be "one-sided" when writing your copy. See your goods in the light of "best."

* * *

The best trade-mark is an honest line of wares with an honest man back of them.

* * *

Advertising needs "fire." Never allow anybody the opportunity of reading your advertisements and then of saying, "The fire's out!"

* * *

Put yourself into your ads and your readers will put themselves into your store.

* * *

Don't allow the automobile of competition to run down your business neighbor. The sales road is wide enough for all.

A. A. B.

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Cash or Credit System.

Fred C. Lariviere, president of Amiot, Lecours & Lariviere, Montreal, writes stating that there is an interesting article on "Changing a Credit to a Cash Business" in the Hardware Store Business Methods, a book compiled by R. R. Williams and sold in Canada by the MacLean Publishing Co., Toronto, for $1.00. Information on this subject was asked for by a correspondent in Hardware and Metal of March 24 and Mr. Lariviere's reminder is a timely one. The chapter referred to will be reproduced in an early issue of the paper.—Editor.

* * *

Self Nailing Machines.

Wm. Crellin, Kintore, Ont., writes asking for the address of manufacturers of self-nailing cheese box machines. Morgan & Co., Rochester, N.Y., manufacture these machines and Petrie & Co., Toronto, are the most likely firm in Canada to secure them from if orders are not sent direct.—Editor.

* * *

More About Fencing.

Job W. Taylor, 338 St. James street, Montreal, follows up his letter of last week with the following interesting comment:

After another week wrestling with the fence question in this country (and of course selling the best fence made), I notice a tendency among some of the hardwaremen to admit that they are not good salesmen, as often when presenting my card I am met with, "No, we do not handle fence, there are too many agents who go through the country and sell it cheaper than we can." This cannot be, unless the dealer is trying to get too much, as the man going through the country has expenses as well as the merchant. Then again, there is the man who without studying the merits of different fences, shuts his eyes and binds himself to handle only one kind, only to have his eyes opened later on to the fact that he has made a mistake, but, of course, he never blames himself. Then there is the man who meets you with his shoulders back, head up, eye bright, and general appearance up-to-date, who may have two or three kinds on hand and be unable to say yes to you at once, but is willing to go into the matter and see if you have anything that he thinks might be worth thinking about in the future. This man is always a successful dealer. Would there were more.

* * *

More Arguments for Association.

W. G. Pow, head salesman for W. R. Hobbs, Tillsonburg, writes: In looking over Hardware and Metal from week to week I have read with great interest the enthusiasm shown re the proposed retail hardware association and am anxiously awaiting the replies you get to "Lost, Strayed or Stolen" in March 31 issue. Being only a clerk I suppose I should be an uninterested party, but I feel that every clerk should be interested in such an organization, and were such an association formed hardware business in general would run more smoothly than at present.

During the past few weeks we have had several experiences which no doubt would be overcome in the event of forming a retail hardware association. For instance, not long ago we wrote for quotations on corrugated iron roofing for one of our best customers and a week later had a letter from the firm explaining how they had given us quotations on a certain date, and asking if they might expect the order. In the meantime they had sent a representative direct and secured the order at prices better than they quoted us and leaving our customer under the impression that we were trying to rob him.

Another incident happened not more than a week ago when a real green traveler representing a small firm, called on us and in showing us samples of packing, etc., miss-spoke himself and said he had just sold one yard of packing to a certain mill man in town. This mill man was practically our best packing customer and instead of trying to sell us first he loaded up our customer and then tried to load us. We, of course, told him what we thought of his firm and himself and were good enough to let him take his own time in packing his grip.

The above experiences are samples of ways of letting the public know the trade prices and in these days the average farmer is too wise to the market prices on hardware, paints, oils etc. One of the most unpleasant things in business is to have your customers ask for prices and then tell you how much you are making on your goods. Another way the market prices are exposed is through the newspapers. Were there no weekly hardware journal printed these market prices in newspapers would benefit the merchant but since the merchants are so well posted through Hardware and Metal the newspapers only hurt business by exposing prices to the outside world.

I fully believe these things could be stopped through a retail hardware association and will be very pleased to represent W. R. Hobbs, hardware merchant, Tillsonburg, at the proposed convention on Good Friday.

* * *

The Mail Order House Bit.

Bell & McEachren, general merchants, Stayner, write saying "Eaton's are flooding the country with circulars advertising fifteen packages of seeds for 25 cents, so we had to head them off here by going them one better." This reminds us of a story of how a slick salesman turned a neat trick on the seed department manager of one of Canada's leading mail order houses two years ago. The story is that the departmental store wanted to place a large bulk order for sweet pea seeds, but considered the prices quoted by the Toronto seed jobbers too high. The matter hung fire for several days, and in the meantime a smart Yankee learned of the situation and representing himself as the agent of a well-known Cincinnati seed house said he could beat the Canadian houses in this line as his firm had a surplus of stock and were willing to sell at only $9 per bushel. An order for upwards of a hundred bushels was secured and then the salesman got in his fine work. He went down to the market and bought as many bushels of vetch seed as he wanted, paying for them about 50 cents per bushel. Then he arranged the details of his shipment and secured cash payment after delivery, the similarity between sweet peas and vetch seed deceiving the buyer. The customers who bought the fake sweet pea seed in package form probably found difficulty in making the vetch vine grow sweet pea flowers, but the departmental store was too far away to register a kick conveniently and the incident was probably forgotten by most customers before they were ready to grab at another mail order "bargain."—Editor.

* * *

Driving Points for Wells.

In Hardware and Metal of March 10 a letter was published from Messrs. W. H. Turnbull & Son, Scotland, Ontario, who asked for information regarding driving points for wells. We learn that the R. McDougall Company, Galt, make a specialty of driving points in connection with their large pump business. Any reader who desires information regarding any branch of the pump business can secure it on application to the R. McDougall Company.

* * *

Potato Peeling Machines.

G. E. Potter, Berlin, writes: We have been asked several times in regard to potato peeling machines and would like to get in communication with manufacturers of those lines. If you know of any such kindly write at once. We know of the Northrope Mfg. Co., of Toronto, but want to get at others.

Note.—We know of no other manufacturers of potato peeling machines. There are, of course, many potato slicers and parers on the market, but we suppose our correspondent wants machines suitable for use in hotels, boarding houses, or by large families. The Northrope machine has many advantages and should give satisfaction.—Editor.

* * *

Press for Printing Labels.

P. O. Magnan, Plessisville, Que., writes: Can you give me the address of the Kelsey Press Company, manufacturers of printing presses.

Note.—The Kelsey Company is located at Meriden, Conn. One of their presses is suitable for printing labels on parcels where shipments have to be made quite often to one customer. The name of the MacLean Publishing Company should be mentioned in writing them.—Editor.

ART OF DOING BUSINESS

In an address before the Montreal Y.M.C.A. last week H. J. Fuller, manager of the Canadian Fairbanks Co., said business is more and more becoming a science, and to attain good business methods and good results, you must, first of all, have a good sale organization. An able sales-manager in one line will probably succeed in any other line. Knowledge of business from the bottom up was valuable but not absolutely essential. In a large business details were so numerous that the manager must not try to do everything, but, having all the facts placed before him by those who knew, come to a quick decision. In business only one end must be kept in view: the building of it up on a substantial basis, in order that it might last for years and show each year a profitable balance sheet. The only thing expected of a sales-manager was results; equally true of the president of the U.S. steel organization and the office boy. Every sales organization had two problems to solve: (1) the selection of goods to be handled, and (2) their satisfactory shipment. And the volume of business done depended upon two things: (1) making a profit on sales made, which (2) enabled the factory to be kept at its fullest working capacity; both departments must work harmoniously together, as cheapness most effectually helped business. Salesmanagers must at all times remember that results depended upon the showing between the cost of goods and the prices realized—less cost of sales-organization. For the cost of doing business was the rock upon which many and many a concern had foundered. It cost money to do business, consequently the best possible fair price should be got, and expenses must be kept down to the lowest possible figure. The business world's history showed that no old established house was in business to-day which had not produced goods of high quality. Such business alone would grow and continue. The recollection of quality remained long after the price was forgotten. Quality was the most important factor. No manufacturer was in the long run successful, whose only object was to get the lowest possible price, and prices must be consistent with quality, for unreasonable prices destroyed the object of competition. Plants must be kept up-to-date and increased volume in business must depend (1) upon good goods and (2) on cheapness in manufacturing cost.

Methods of Selling Goods.

The ways of selling goods were three: (1) to the jobber; (2) to the retailer, and (3) to the consumer; but the last had not been in vogue for many years among manufacturers and in certain lines could not be successful.

Sales moved the wheels of business, and unless orders came in the other departments would be dead. But no business could live and be prosperous simply by means of clever advertising and clever salesmen; quality in the goods offered was the first essential in keeping a business together.

Now, and this was most important, customers must be made acquainted with the goods, which must be represented in such a manner that they would become interested in them and enquire for them, when they must be reached by personal contact or through salesmen. And while a satisfied customer was the best advertiser, a very large class must be reached through advertisement. The concern which did not advertise was dead, and the customer must be informed where you may be found and of the improvements you are making. The man who saw and who became interested in the advertisement became a "prospect," meaning that a chance of doing business existed. And when the advertisement had brought the customer to your door its work was done and it was then up to the other end of the organization to get the order. Obtaining orders by correspondence was successful only to a limited degree, because competitors might send out salesmen. All salesmen did not fit the bill, but they could improve, for he did not believe that salesmen were born—not made. Persistent stick-ativeness was the most important quality, and willingness to work every day and every hour that could be fairly and profitably employed. The salesman to be of the greatest possible profit to the house and of course to himself—must be (1) a business man (2) must not sell goods indiscriminately; (3) must not sell goods not in stock; (4) must have confidence in his wares, and (5) make his customer feel that these were the very goods he required. This was a very rare quality, but could be cultivated.

Different Types of Salesmen.

The greatest bane of the house was the salesman who took orders at the customer's price. The price-getter, on the other hand, was dear to the heart of the sales-manager, convincing the customer and getting a fair price so that both parties to the transaction were satisfied. A sale was not really made until the goods were delivered and paid for. No line of business gave a man a better opportunity for developing what was in him than the position of salesman, who met all sorts of people, adapted himself to all and appealed to the intelligence of his customers. They were "drummers" no longer, for the men on the road to-day were increasingly of a high grade of intelligence with tact and good business ability. It was after all a question of the survival of the fittest, the unfit must drop down and disappear. The salesman who visited his customers studied their environment and method of approach, not forgetting, above all, the chief clerk, who would be at the top some day, and these changes often occurred with wonderful rapidity, and who did all these things would make a success of his profession. Personal friendship was not the most important factor in business, but still it was of great importance.

Entertainment accounts must be kept down and were only legitimate when they produced results, but the sales-manager, in considering them, looked at the salesman's volume of business. Graft-giving commissions were not only wrong, but were very foolish. In the Fairbanks two millions of business last year commissions, he presumed, did not amount to $50, and these were legitimate commission. Grafting occurred mainly in connection with civic departments, but judging from recent events, these fellows will soon disappear.

BUSINESS HONESTY.

It was the banker James H. Eckels who said "Be it enacted" never yet uplifted mankind. He advocated commercial ethics versus statute ethics. Lawyers can drive a coach and four through the most rigid statute ethics. But the commercial ethics established by the merchants of Venice, the British guilds and the counting houses of the world have done and are doing more for the world than any other force except religion. The upright moral merchant is the strongest moral force in any community. He exerts influence by example, not precept. The fundamental principles of successful business life remain forever the same. Business based upon wrong principles cannot permanently be successful. The results of wrong-doing are its best antidote. It is sometimes asserted that the standard of business honesty is not as high as it once was. The writer is inclined to think this an error so far at least as this and the mother country are concerned. The merchant who practices fraud seldom gets very high up in the profession. Large business interests can only be built up on a sound reputation for honesty. Without this neither capital nor smartness can hold out long against lack of public confidence. It is not too much to say that the wholesale houses of Canada as a whole have a very high standard of honesty. They recognize that a reputation for square dealing is their best asset and in their business affairs uphold a standard of commercial integrity which invites and maintains the confidence of other men.

Bathroom fixtures make a good display and sell well. Good lines are advertised in this paper every week.

* * *

Work up a reputation as a furnace expert, so that when any one is contemplating putting in a new furnace or heating plant they will send for you.

NOVELTIES FOR THE HARDWAREMAN

Readers desiring the addresses of the manufacturers or jobbers of the articles described, or any additional information, can secure the same from the Editor of HARDWARE & METAL.

A NOVEL TEAPOT.

A new idea in teapots is being introduced in England and the novelty is said to be selling well. The inventor of the new teapot has been at pains to devise a method whereby a perfectly fresh infusion of tea is obtained from



New Idea in Tea Pots

the pot without danger of any tannin being in it. The accompanying illustrations show the peculiar construction of the new teapot. When making tea, the teapot is first tilted backwards until it rests with the spout in the air. The lid is then taken off and the proper amount of tea placed in the receptacle formed by the perforated screen. Boiling water is then poured on, the lid replaced, and after three or four minutes' infusion the teapot is set upon its base again. By this action, of course, the tea leaves are taken right above the level of the water and are no longer in contact with it. The tea thus obtained is perfectly fresh and a very different beverage to and a far more healthy one than the stewed tea which is a feature of so many British homes. The teapot also makes for economy, for a second good infusion can well be obtained from the same leaves, Altogether the "Syp" teapot can be recommended on both points of health and economy. Write us for further information.

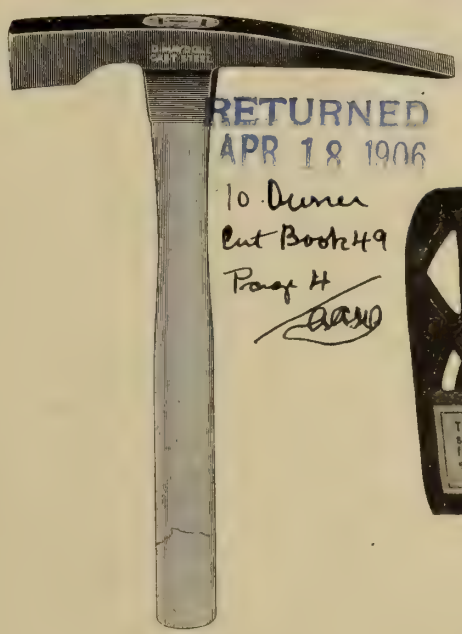
REVOLVING NAIL BIN.

There is no greater evidence of progress in hardware lines than a comparison of the shops of twenty or forty years ago with the stores of to-day. The jumbling together of all kinds of rubbish is a sign of decay and death in the twentieth century. Hardware shelving has created a complete transformation in ninetv per cent. of the hardware stores, and to-day some hardware establishments are more like a lady's boudoir. Qualities of cleanliness, nifty arrangement and all devices calculated to improve the appearance of the store, the facility of getting orders together and the saving of time, are desirable.

One of these arrangements is a nail bin made to revolve and so constructed that a salesman while standing in one position can weigh out from any of twenty different kinds of nails. It is so adjusted that whether it contains two thousand pounds of nails or only a few, it works easily. It requires only four square feet of space for all of the different kinds of nails that are ordinarily strewn through the store in dusty, dark, inconvenient and unattractive nail bins. The Revolving Bin Company are desirous of arranging with some Canadian concern for the sale of their line in Canada.

BRICKLAYER'S HAMMER.

The David Maydole Hammer Company has just put a new pattern of bricklayers' hammer on the market, as shown in the accompanying cut. It is made in

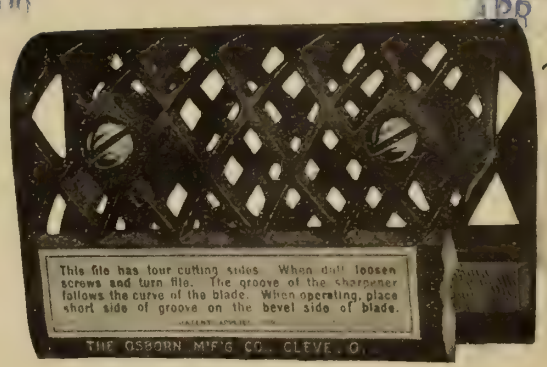


Bricklayer's Hammer.

four numbers, 561 to 564, inclusive, weighing, exclusive of handle, respectively 2¼, 1⅞, 1⅝ and 1 pound. The hammer is of high grade material, with second growth hickory handle and adze eye, the main feature of this pattern being in the cutting end, which is made straighter than usual. Most Canadian jobbers handle the Maydole goods.

NEW LAWN MOWER SHARPENER.

The Osborne Lawn Mower Sharpener, which we illustrate herewith, is made of iron with neat, durable, "Tucker" bronze finish. The file has four cutting sides, which when worn can be turned by loosening the screws in the holder. The sharpeners are packed in compartment boxes, having hinged cover with neat two-color label, making an attractive display package. The sharpeners are designed to retail at 25 cents each, and are being introduced to the trade by the Osborne Manufacturing Company, it being an entirely new line this season.



New Lawn Mower Sharpener.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

363. Crude asbestos.—A Lancashire manufacturer is desirous of getting into touch with mine owners in Canada who could supply crude asbestos.

364. Metal tiles, etc.—English makers of metal tiles, stamped metal ceilings and decorations, washable water paints and damp proof composition, varnishes, paints and enamels, carriage and motor lamps, are seeking suitable agents in Canada.

365. Mineral or slag wool.—Inquiry is made by a London firm for names of Canadian buyers of mineral or slag wool; also for the address of a firm who would be disposed to act as their representatives in the Dominion.

370. Scrap iron, etc.—A Manchester firm dealing in scrap iron, etc., would be pleased to hear from Canadian importers.

375. Cement.—A large East Coast cement firm desire to get in touch with Canadian importers; goods shipped and packed to suit requirements.

376. Machinery oils, etc.—A Hull firm manufacturing all kinds of [illegible] der, engine and machinery oils, grease, paints, colors, printing inks, and oil grease, invite correspondence from Canadian buyers.

378. Varnish, etc.—A Hull firm manufacturing varnish, dry-color paints and linseed oil, invite correspondence with Canadians to enlarge their business in Canada.

401. Cutlery.—A leading cutlery firm in Sheffield, manufacturing scissors, razors, carvers, pocket-knives, and all classes of table cutlery, invite correspondence with Canadian importers.

410. Mineral lubricating oils. — An East Coast firm of long standing would like to act as sole East Coast agent for sale of mineral lubricating oils, and invites Canadian correspondence.

414. Cutlery. — An old-established Sheffield cutlery firm, manufacturing all classes of goods, invite correspondence with Canadian buyers in order to extend their trade connection in Canada.

OUR CONDENSED ADVERTISEMENTS ARE READ

(1) **By the manufacturers and wholesalers.** A few weeks ago three large firms, The Canadian Aluminum Works, Chambly Canton, Que.; The Amherst Foundry Co., Amherst, N.S., and The Kingston Plumbing Co, Kingston, Jamaica, wrote for further information in connectfon with a small condensed advertisement of four lines, which cost 45 cents per insertion.

(2) **By the retail merchants.** The testimonial letters given **voluntarily** by firms who have inserted a condensed advertisement in HARDWARE AND METAL, and who have obtained what they were looking for.

(3) **By clerks.** A number of clerks have secured good positions through placing a small advertisement in our paper. There is no class of the trade who read our paper more thoroughly than the hardware clerks.

From Halifax to Vancouver, manufacturers, wholesalers, retail merchants and clerks read our paper carefully each week. Some of them will be interested in your wants. Think of it! In three minutes you can write an advertisement which will be read within a week by men in every province in Canada.

THE PRICE IS LOW

Two cents per word for the first insertion and one cent per word for subsequent issues. Thus any one of the following advertisements could be inserted once for 35 cents, three times for 70 cents.

SITUATIONS VACANT

TRAVELER calling on hardware trade in Ontario wants to secure a good position. Wm. Wallace, London.

35c. one insertion or 70c. three insertions

WANTED

HARDWARE CLERK with good experience. Young man preferred. State wages and give references. Wm. Wallace, London.

35c. one insertion or 70c. three insertions

FOR SALE

SET OF TINNERS' TOOLS, only used six months; cheap if sold immediately. Wm. Wallace, London.

35c. one insertion or 70c. three insertions

THE PEOPLE'S HARDWARE STORE,

HARDWARE AND METAL Essex, Jan. 27, 1906

Toronto, Ont.

Dear Sirs,—Within one month I have "bought and sold" with the best of satisfaction--the result of $1.68 worth of condensed ads. in HARDWARE AND METAL.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly,

Jerson L. Cooke

RATES, PAYABLE IN ADVANCE

2c. per word for first insertion.

1c. per word for subsequent insertions.

HARDWARE AND METAL

MONTREAL, TORONTO, WINNIPEG, LONDON, England

Why Use Local Mediums

when your proposition is of interest to men in every province of the Dominion? Your customers like to buy from a large and varied stock, and you will be better able to supply your wants by advertising them in a paper which will bring you replies from all parts of Canada.

Why Not Branch Out

and secure agents to handle your goods on commission? There are hundreds of people reading our paper each week who are looking for just such a proposition as you have to offer.

You do not need to tie yourself up with a contract for a year. You can insert an advertisement once, twice or for any period of time you wish.

The growth of our want ad. department and the testimonial letters printed below is sufficient proof that Hardware and Metal Want Ads. pay, but they cannot pay you unless you make use of them.

The Miller-Morse Hardware Co., of Winnipeg, inserted the following want ad. in HARDWARE AND METAL, October 7th issue:

HARDWARE CLERKS WANTED

SIX bright, active, experienced hardware clerks wanted for a Winnipeg wholesale hardware house. None but thoroughly experienced wholesale clerks need apply. Address, stating experience, age, references and salary expected, Box 73, HARDWARE AND METAL, 511 Union Bank, Winnipeg.

The paper does not arrive in Winnipeg till Monday, and on Monday morning they engaged a clerk who answered the advertisement. By Tuesday they had received several replies.

HOWIE & FEELY,
Brantford, Ont., Mar. 6, '06.
HARDWARE AND METAL,
Toronto, Ont.

Dear Sirs,—Enclosed find 60c. in payment of advertisement for clerk. HARDWARE AND METAL is evidently read, as we have had a lot of replies. Kindly stop the advertisement, and oblige.

Yours very truly,
HOWIE & FEELY.

BOXALL & MATTHIE,
Hardware and Plumbing,
Lindsay, Ont.

HARDWARE AND METAL,
Toronto, Ont.

Dear Sirs,—Having had several replies to our advertisement in HARDWARE AND METAL last week for a hardware salesman kindly discontinue same.

Yours very truly,
BOXALL & MATTHIE.

HARDWARE AND METAL, Picton, Ont.
Toronto, Ont.

Dear Sirs,—I wish to thank you for the number of enquiries received through the condensed advertisement which I inserted in your paper advertising my hardware and tinware business for sale. I certainly consider your columns a good medium for advertising any business of this nature.

Yours truly,
A. H. ILLSEY

HARDWARE AND METAL, Delta, Ont.
Toronto, Ont.

Dear Sirs,—I have received the offer of a number of positions through the small advertisement I inserted in Hardware and Metal. I secured excellent results and shall remember your paper next time I am in a similar position.

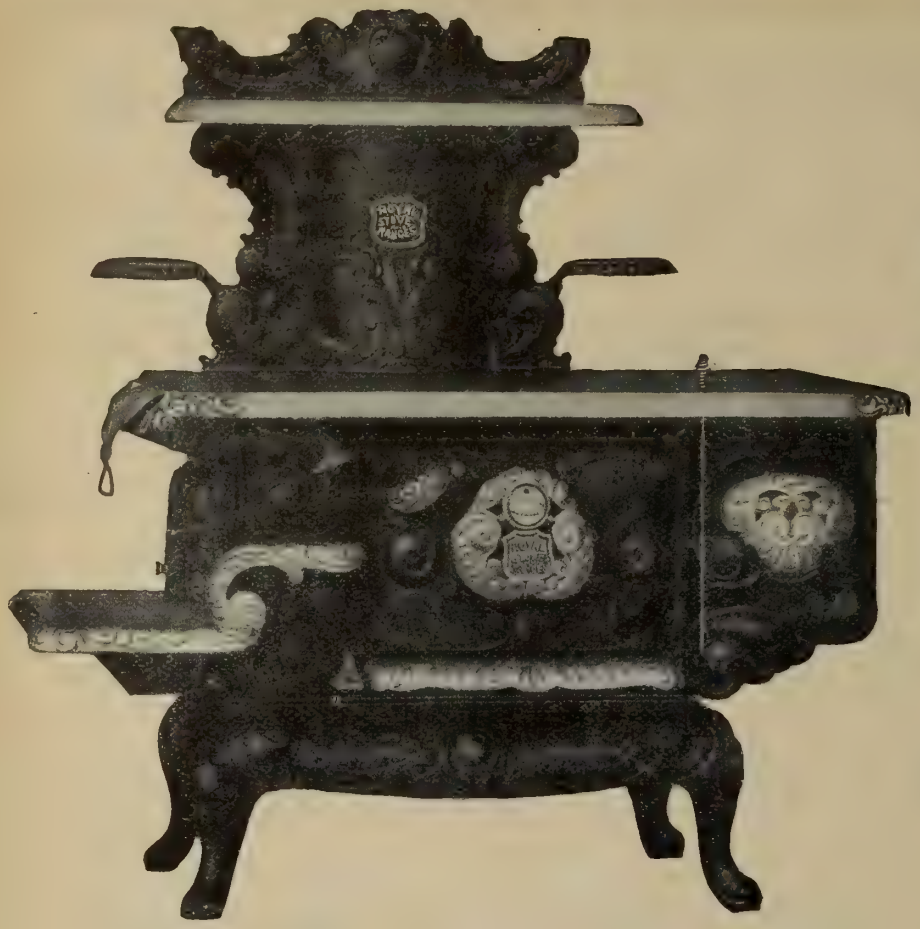
Yours very truly,
GORDON B. PIERCE.

Do you need more money in your business?
Do you want a partner?
Are you looking for a good clerk?
Do you wish to purchase a hardware, plumbing, stove or tinware business?
Do you want to sell your own business?
Have you any store fittings or old machines for sale?
Do you want to secure a good side line?

Let us assist you. We will carry your message quickly. Write our nearest office.

HARDWARE and METAL

MONTREAL TORONTO WINNIPEG LONDON, England



It Looks

pretty nice, doesn't it? Any "range point" that's valuable is found on the

Royal Corona Range

and a good many points that you will find on no other range.

The ROYAL CORONA is the Easy Line to Sell. Sell them.

Canada Stove Works

HARRISTON, ONT.

"ROYAL" RANGES and STOVES.

YOUR SPRING SALES



"SAMSON" HAND DELIVERY CANS.

You can help your spring trade by handling these lines.

"Samson" goods are becoming more popular every year and are now specified by many dairymen.

We can ship all lines promptly.



"SAMSON" RAILROAD OR DELIVERY CANS

"SAMSON" MILK CANS. "SAMSON" TRIMMINGS.

TINNED IRON FOR CHEESE FACTORY USE

Send in your order and have a good stock when the time comes.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

AND YOU KNOW IT

The Weakest Parts

of any Range are the ***Cast Iron parts.***

The Strongest Parts

of every Range but ***"The Joy"*** are the ***Steel Plate parts.***

The Strongest parts of

"THE JOY"

are the ***Malleable parts.***

A Range made of Malleable Iron and Steel will last a life-time. That's why it's the cheapest range to buy, although the price is higher. You ought to be "dead anxious" to handle ***THE JOY.***

Joy Mfg. Co.

32 Humberside Ave. ...Toronto



AN AGENT
FOR
THE EMPIRE QUEEN RANGE

is allied to a stove that he need never be ashamed of "talking up."

There are so many good points that he should have no difficulty in making his sale. Everything essential to a first-class stove is to be found in **THE EMPIRE QUEEN RANGE.** Unessentials are omitted. On its superior baking qualities this range should be bought in preference to others, and then, the prices! **Well, write for them.**

The Canadian Heating & Ventilating Co.
OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

The Steel Plate Range that is Good Enough for Anybody

Dealers have to sell a range on faith anyway—and that is why it pays to push a range that justifies the faith.

We can't make—nobody ever made—a better range for the money than the

OXFORD CHANCELLOR RANGE

We build it of the best cold rolled steel we can buy—we rivet it with the idea of making it last for a lifetime under hard usage—we design it so it gets all the good possible out of fuel, and to do cooking well with least effort. We put just as many good points into it as we know how—what more can a range be to deserve a central place on your floor?

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters; Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver

The Gurney Massey Co., Limited, - - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

(96)

HARDWARE AND METAL

Established - - - - - - 1888

JOHN BAYNE MACLEAN - *President*

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL, - - - - - - 232 McGill Street
Telephone Main 1255
TORONTO, - - - - - - 10 Front Street East
Telephones Main 2701 and 2702
WINNIPEG, - - - 511 Union Bank Building
Telephone 3726
LONDON, ENG. - - - - 88 Fleet Street, E.C.
J. Meredith McKim
Telephone, Central 12960

BRANCHES:

ST. JOHN, N.B. - - - No. 7 Market Wharf
VANCOUVER, B.C. - - - - Geo. S. B. Perry
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
MANCHESTER, ENG. - - - 92 Market Street
ZURICH, SWITZERLAND - - - Louis Wolf
Orell Fussli & Co.

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NEW ADVERTISERS.

Canadian Buffalo Forge Co., Montreal.
Percy P. Davenport, Winnipeg.
Martel-Stewart Co., Montreal.
L. J. A. Surveyer, Montreal.

ADOPT MODERN DISPLAY METHODS.

Time is money and space is money. The hardware merchant who has not installed the most up-to-date system of shelving for displaying his goods is losing money every day. He is doing business under a handicap which his enterprising competitor will some day appreciate, and before he has awakened from his nineteenth century sleep his twentieth century competitor will have convinced the public that he is abreast of the times and carries the most complete stock.

How can you induce your customers to throw away their old lawn mower and buy a new one with ball bearings which a child can run with ease? How can you induce the farmer to replace his old stump fence with a new locked wire fence which a pig can only get through when it is made into sausages? How can you expect them to adopt the latest improvements when your own store is an advertisement for everything that is out-of-date?

No investment which improves the store and facilitates waiting on the trade is excessive. When you lose fifteen minutes looking for some articles which you know you have in stock, you not only lose a quarter of an hour yourself, but you annoy the customer. Get a reputation not only for promptness of delivery but for promptness and celerity in waiting on customers. We live in a busy age and men will deal where they get the quickest service.

Goods well displayed are half sold. For a hundred dollars or so you can put in the latest system of shelving on the market. It will be attractive and will often suggest to customers some article which they had not thought of buying.

Three millionaires exist in royal splendor in Los Angeles, California, in consequence of having transformed a sun-scorched, barren, desolate, lonely wind-swept desert island into a popular watering place. An island that was once exchanged for a saddle horse is today worth $70,000,000 because three men undertook to make it an attractive place for tourists. Make your store attractive and people will flock to it.

A veteran hardware merchant at a recent convention remarked that 80 per cent of the men who failed in business failed because they did not know how to display their goods to advantage and often made what should have been an attractive store look like a second-hand junk shop.

Don't be one of the 80 per cent., and don't run a junk shop instead of a twentieth century hardware store.

METRIC SYSTEM STILL FAR OFF.

A correspondent draws attention to the following clipping from the London Times of March 9, 1906, containing House of Commons report, March 8, to show that Great Britain is not likely to adopt the metric system in the immediate future:

"In reply to Mr. Norman (Wolverhampton), Sir H. Campbell-Bannerman said he could make no promise for the passing this session of a bill to make compulsory after a lapse of two years the use of the metric system of weights and measures. Such a bill if it became law would necessarily render illegal the use of existing weights and measures, and he did not think there was any ground for anticipating that such a measure would be noncontentious. (Hear, hear)."

Those gentlemen who have taken upon themselves the task of agitating in favor of the adoption of a decimal system of weights, measures and coinage throughout the Empire, have not permitted hard and constant work to damp their ardor.

Their latest crusade takes the form of a pamphlet entitled "Reasons why the metric weights and measures should be made compulsory throughout the British Empire." It deals with the subject in a concise but forceful and exhaustive manner, and emphasizes with clearness the need of a less complicated method of calculation than at present obtains in the Mother Country. In the new English House of Commons the agitation has many supporters, and an earnest effort will be made to pass a bill similar to the one which the House of Lords passed unanimously in 1904.

Explanatory literature may be had from the Decimal Association, Oxford Court, London, E.C., England.

THE POSITION OF TIN.

For weeks past the attention of all who are interested in the metal markets has been riveted on tin. Always one of the most erratic of metals, it has in a very short time risen from a position of comparative weakness to the highest price ever touched by it. Even within a very few days that feat was accomplished, for while on April 2 the price on the London market was £169 15s. per ton, quotations on April 10 had reached the astounding figure of £176—just £6 higher than the price reached in January, 1888, which had, hitherto, constituted the record.

In the present instance, the world's visible supply appears to have been fairly cornered by London operators. Speculators there practically control all the spot and April tin, and the natural result is seen in the high prices now ruling. But this speculation is not the only explanation for present conditions, or prices could not long be maintained, but apart from the prejudiced statements of bulls and bears, it is the honest opinion of many metal experts that these high prices are the result just as much of natural as of artificial causes.

As a matter of fact, there now exists an actual scarcity in the world's supply. Nor are there any large concealed stocks in the hands of producers or consumers. The visible supply has decreased about 3,000 tons during the past year, so that in the face of this fact and of the ever-increasing consumption of the metal, it is hard to see how the pressure will be relieved even admitting claims that Banka sales will be increased 100 tons and those of Billiton from 50 to 100 tons monthly; that China is now importing tin in larger quantities; that Bolivia is trying hard to increase her output, and that the Chinese are withholding supplies in the Straits, to the extent of 2,500 to 3,000 tons.

That consumption is increasing rapidly cannot be gainsaid, for the uses of tin are manifold. Even though the proportion utilized for coating tin plates and making solder is falling off, the quantities used by railways, and for babbit metal, type metal, Britannia ware, and

kindred products, are growing in far greater ratio, and there are even those who assert that the increasing discrepancy between output and consumption will result in producers being compelled to take up deep mining. Under these circumstances it will be seen that it could scarcely have been the work of speculators alone which, within a single year, forced up prices £30 per ton in London and 10 cents per pound in New York.

It will be interesting to compare the present situation with that which existed in January, 1888, when the highest previous figure was reached. On that occasion the famous Secretan Syndicate attempted to corner the market in both tin and copper. For a time things went well, and tin was quoted as high as £170 in London, and 37 cents in New York. But fierce opposition was aroused among consumers, many of whom brought out extensive supplies which had been concealed, and threw them on the market in an effort to break the corner. Finally the copper boom went flat, and the syndicate found themselves unable to support the tin corner. An utter collapse followed, and inside of a few days the price was forced down to £106, finally reaching before the end of the year the low figure of £75.

It will be seen that the two situations bear no very close analogy. When it is added that producers in the east are now getting no more for their tin than they were a year ago, owing to higher exchange, higher wages for coolies and a general increase in the cost of production, an immediate collapse will seem neither probable nor possible.

ITALY AS A MARKET FOR CANADIAN PRODUCTS

Few people in Canada realize what a change has come over Italy in the last few years. Most of us know that country from our ancient histories and from the hard working, but ignorant and excitable navvies who build our railways and work on our big contracts. From a number of small kingdoms, Italy has developed into a strong united nation, apparently determined to get and hold a leading place in the commercial world. They are now endeavoring to open new channels for trade by the appointment of commercial agents.

Some time ago the arrival of Marquis Doria, who was sent to Canada to see whether trade between this country and Italy could not be developed, was recorded in these columns. During the last few weeks the marquis has seen many Canadians — leading representatives of the political and commercial life of the country—and has opened our eyes to the possibilities for a really valuable exchange of products and has suggested the advisability of the encouragement of a direct steamship line between Mediterranean ports and Canada.

It would open a most valuable part of Europe for Canadian trade. Such a line would be of much more importance to Canada than even our Australian, Mexican or South African routes, because we could place our farm products and many of our manufactures in a short time right among an immense consuming population. Such a line would open a market for Canadian shippers and importers, a district not now touched by Canada at all, Southern France, Switzerland, Northern Italy and Austria, and all these countries are just beginning to take an interest in Canada. Switzerland has been importing cattle from Canada and one Canadian cattle exporter has informed us that he could guarantee 500 head of cattle a month for the Swiss trade alone. Switzerland has of late years been importing on an average about 44,000 head of cattle per annum. Argentine Republic is trying to get that trade. Austrian and Italian manufacturers, particularly the former, have awakened to the opportunities of the Canadian market given them over their arrivals in Germany, who are handicapped by a surtax, and during the last two years there has been a very large increase in the shipment of Austrian goods in this country.

Perhaps the most important development from such a line would be to get us a class of emigrant we unfortunately have had very few of in this country. Natives of Northern Italy are nearly all successful farmers, nearly 2,000,000 of them having settled in Argentina, and are competing strongly with Canada in the European market for farm products. They are an intelligent class of farmers and 90 per cent. of them can read and write and have a fairly good education. They are industrious, economical and good citizens.

If Canada is to take advantage of trade opportunities with Italy and other countries on the Mediterranean, it is imperatively necessary that a line of steamers should run regularly between this country and ports on that sea. There are no less than 14 lines of steamers running between Italian ports and the United States, while between South American ports and Italy there are five lines. It is obviously time, therefore, that Canada made some effort to inaugurate a direct service. Besides attracting trade a direct line of steamers to a Canadian port would naturally be used by travelers and immigrants from Italy who were desirous of reaching the Western States.

Italy is a country which, while producing a great many things that this country requires, is also a large importing country. She imports about $12,000,000 worth of machinery, to say nothing of about 5,000 tons of agricultural implements, from plows to reapers. The imports of lumber aggregate about $13,000,000; of coal, 5,000,000 tons; of wood pulp, 30,000 tons. Large quantities of dried fish are also imported by Italy, so that in this article of merchandise alone a direct line of steamships would prove beneficial to a staple Canadian industry which is not at the present time in a flourishing condition. Another Canadian industry which would be benefited by a direct line would be the wheat industry. Italy imports on an average of about 30,000,000 bushels per annum. Last year she imported over 40,000,000 bushels.

Our trade with France would also naturally be benefited by a line of steamships such as that advocated, for it would doubtless touch at French ports in the Mediterranean as well as at Italian ports, and as every business man is aware, many of the French products which are well known in this country are produced in Southern France.

Canada is likely to have a creditable display of her products at the Milan exhibition which is to be opened about the end of April. If this exhibition is followed up by the inauguration of a steamship line between Italy and Canada, as well as by other businesslike efforts, this country should benefit a great deal from the exhibition. Otherwise, whatever benefit the exhibition might be to Canadian products is likely to be greatly minimized.

BE PROMPT AND FAITHFUL.

One of the most common failings in the business man of to-day—perhaps the most common—is his lack of promptness in action and faithfulness to his promise. The two things really go together; where you find one failing you are sure to find the other.

Quite recently the writer knew of a young man who had been promoted over the heads of older servants, on account of manifest ability, but he did not hold

the new post six months—simply would not be prompt.

Another instance is of a large manufacturing firm, the manager of which will readily promise a date for delivery without giving careful thought to its possibility of fulfilment, and just as easily break that promise. On one occasion this ready promise cost the company a good deal of loss. A firm for whom they were making a special article for Summer use, was so distracted by the many disappointments that they at last made them carry the goods over for another season, thus locking up a large amount of capital.

Promptness in keeping promises or in turning out work of any kind plus thoroughness in following work up and following it through to the very end is a combination hard to beat (and hard to find. With a proper use of the desk tickler it is possible to work out such a combination most satisfactorily. This is the method advised by System :

Make a tickler slip for every promise given, file it far enough ahead of the date of promise to enable you to get started in ample time. When the time to start comes, start—"do it now." Don't put it off. If the work is something that demands your attention from day to day, or at frequent intervals, keep your tickler slip running ahead in your file to come up and jog your memory. If the completeness of the work depends upon several details, list these details on the slip, so that your attention will be called to each one and nothing overlooked.

If the slip covers work to which you alone are giving attention, it is simply a matter of keeping faith with yourself until the work is finished; if it is something you have turned over to others the slip should come up with about the same regularity, in order that you may thoroughly and tactfully follow it up to the end and keep in touch with the details. Always file a tickler covering work turned over to others at a date that will give you time to catch and rectify any mistakes, or to get things moving fast if they have been neglected or forgotten since they were first turned over. Make those under you or around you to whom you give out work keep your promises and act as promptly as you would yourself. There is nothing like the follow-up tickler to accomplish that.

Never make a promise that you cannot reasonably keep, and when you have once made it, live up to it. If unforeseen and unavoidable conditions arise to upset your plans, be careful to advise the one to whom the promise was made and give him a new promise. Always do this before he has had a chance to make any inquiries of you.

SUCCESSFUL JOBBERS AND SALESMEN.

No. 23.

SUCCESSFUL JOBBERS AND SALESMEN.

From 1873 to 1906 is a long call, and yet it denotes the length of service on the road of Mr. Robt. Johnson, Sherwin-Williams Co.'s veteran traveler.

Sent out in the early part of 1873 to do some outside work for E. Atwater & Co., Mr. Johnson succeeded so well that he was kept on the road until 1879, when his firm retired from business, selling out to McDougall, Logie & Co. He then joined the traveling staff of S. H. May & Co., whom he left at the end of a year to go with Ramsay, Drake & Dods. When Mr. Peter Dods retired



Robert Johnson,
Representing the Sherwin-Williams Company in the Cities of Quebec and Ottawa and Western Quebec Provinces,

from this company to start in business for himself, Mr. Johnson went with him, and remained until 1889, when he made an arrangement with W. H. Cottingham, the present general manager and vice-president of the Sherwin-Williams Co.

In the early days Mr. Johnson's work took him all over the Dominion. His trips generally lasted half a year, and the accommodations were pretty rough compared with the present. No young men were at that time selling goods on the road, nearly all the travelers being middle-aged men. And it was hard and discouraging work in the years 1875-'78 when, assisted by the difference between American money and gold (which was considerable) and by a tariff of only 17½ per cent., the drummer from the southern side of the boundary just came in and took what he wanted, leaving the short end of it to the Canadian firms. But those days, though full of the struggle for existence, were the days upon which this country was built, and the houses then doing business in Montreal were a strong lot. Men who were at all worthy were carried by their firms through thick and thin, with the result that loyalty to "the house" was everywhere present and always sincere.

Mr. Johnson tells many an interesting story of his earlier experiences. In those days there was no trade paper such as Hardware and Metal, and the Witness was looked upon as the most reliable price medium. A most peculiar feature, too, was that retailers rarely settled by note or draft at that time. Mr. Johnson says that he frequently came in after a trip with customers who had grips filled with money. They would go about settling their bills, from paint to hardware, grocery and dry goods houses, and then they would start in to buy. A great many came to the market then to do their buying, whereas none come now.

There are now but few men left of the old-time "Kings of the Trade," and it is a great pleasure for these pioneers to look back at the early struggles and privations they experienced. To all of these the likeness of "Bob" Johnson here given will bring back many recollections of the good old days.

ONTARIO GIVING UP TO THE WEST.

How the west is drawing on Ontario or sections of it for settlers is shown by the statement of a grocery traveler to the Hardware this week, that between Palmerston and Southampton, a distance of 53 miles, 50 cars of settlers and settlers' effects had gone west in one week, and from Grand Valley 25 cars of settlers and their effects had gone to the great wheat country. A merchant had told him that he believed there were 25 per cent. fewer consumers in Huron and Bruce than there were ten years ago.

"The Indians in the west," said the traveler, "used to say, 'Bruce must be a big place, because everybody comes from there.' Like in Bruce," continued the traveler, "you can't make a mistake by addressing a man as Mac."

The traveler stated that farms were larger than they used to be, but considerable areas had been put into pasture for grazing purposes. The young folk have gone west and the old people get a hired man and raise stock.

HARDWARE TRADE GOSSIP

Quebec.

Hogue & Fils, have registered as plumbers in Montreal.

N. A. Young, of Calumet, was in Montreal on business during the week.

E. J. Dever, general merchant, of Dalhousie Station, took a trip to Montreal during the week.

Joseph Warren, general merchant, of Pointe a Pic, visited the Montreal wholesale trade this week.

Mr. Haskill, of the Haskill Lumber Company, Fassette, visited Montreal a few days ago to place orders for supplies.

W. S. Leslie, of A. C. Leslie & Co., metal merchants, Montreal, returned to the city on Monday after a trip to New York.

Wm. McNally, of Wm. McNally & Co., dealers in contractors' supplies, Montreal, has returned from a trip to New York.

Mr. Morgan, of E. M. Lapierre, hardware merchant, Buckingham, was a caller on some of the jobbers in Montreal this week.

The hardware section of the Montreal branch of the Retail Merchants' Association of Canada held a meeting last Monday evening.

J. Lochead, formerly a partner in the Coulonge Hardware Company, of Fort Coulonge, has gone into business with his father at Forest, Ont.

Amiot, Lecours & Lariviere, Montreal, are installing in their fine St. Catherine street store an electric plant to develop power for their own lights, etc.

R. E. T. Pringle & Co., Montreal, are extending their premises on Victoria Square, taking in the building formerly occupied by the American Tank & Power Co.

Francis Reynolds, manager of the Montreal branch of Wilkinson, Heywood & Clarke, paint and varnish manufacturers, has returned from a brief business trip.

Ontario.

L. Grill, Hespeler, is now nicely settled in his new hardware store at Hespeler.

Harry Clucas, Toronto manager for the Canada Paint Co., was in Barrie during the week.

Fred Hawes, of Georgetown, has purchased the hardware stock of Zilliax & Sarves at Listowel.

Thomas Hodgson, Toronto manager of the Dominion Wire Manufacturing Co., was in Montreal during the early part of the week.

W. Duncan, who has been representing the Kemp Manufacturing Co. in Toronto, is now traveling in Western Ontario for that company.

Quite a number of out-of-town buyers visited Toronto on Tuesday to attend an auction sale of enamelware seconds from the Kemp and McClary factories.

Prince & Co., hardware merchants, Toronto, have removed from 805 Bathurst street to larger quarters at 550 Bloor street west, a few doors east of Bathurst.

G. A. Binns, hardware merchant, Newmarket, has sold the tinsmithing department of his business to Messrs. R. Osborne & Son, who have been employes of Mr. Binns for the past thirteen years.

Hugh Labatt, formerly secretary of the Canada Brass & Supply Company, London, is now also acting as manager and Mr. Sutton, formerly of the Canada Foundry Company, is now in charge of the manufacturing end of the business.

Zilliax & Sarves, Listowel, have decided to retire and have sold out their business to F. Howes, of Georgetown, late of the firm of Anthony & Howes, of that town. Mr. Howes is already in possession, and intends removing his family to Listowel at once.

C. M. Cutts & Co., Toronto Junction, have moved into their fine new store, but it will be a month before they will be completely settled and will have all their fittings installed. This will be one of the most modern stores in Ontario and an interesting description of its arrangement will be published when the stock is in shape.

The Whitten-Drummond Co., Toronto, are enlarging their tinshop capacity. The new shop, which will occupy the whole of the top flat, is 22 by 80 feet and was formerly used as a storehouse. An elevator will be put in and other improvements are being made. The Whitten-Drummond Co. make a specialty of dairy supplies, but do an extensive general sheet metal business as well.

Maritime Provinces.

R. Maher will open a tinsmithing store in St. John, N.B.

Western Canada.

C. D. Waldon, sales manager of the Pease-Waldon Co., returned to Winnipeg last week from a successful business trip in the west. After a few days' stay in town he went west again after business.

The Hunter Smith Hardware Co., of Brandon, who have sold out to Harold Kelley, formerly connected with the firm of Brown & Mitchell, Brandon, will be known in future as the Kelley Hardware Co.

G. B. Grandy, of the Winnipeg staff of the Gurney Foundry Co., has resigned his position and is now chief clerk in the office of the general superintendent of maintenance and operation of the Bell Telephone Co. in Winnipeg.

C. Fox, who recently resigned his position as buyer for J. O. Cadham, Portage La Prairie, left last week for Vancouver, where he will commence business as a manufacturers' agent. Mr. Fox has been succeeded by J. Pethick, of Winnipeg.

Chas. S. Archibald, of the Nicholson File Co., Port Hope, was in Winnipeg last week in the interests of his firm and called at the office of Hardware and Metal. Late in the week he left Winnipeg for the Pacific coast. For some years Mr. Archibald has been connected with the Maritime Nail Co. and Portland Rolling Mills, and it is only recently that he has transferred to the Nicholson File Co.

CONSOLIDATED'S NEW PREMISES.

The Consolidated Plate Glass Company are moving into their new quarters at 30 St. Sulpice street, Montreal, the building having been formerly occupied by Lewis Bros., and having 30,000 square feet of floor space. They have torn out all the old flooring and a new elevator has been installed for carrying heavy loads. When the Consolidated was organized it was in affiliation with the A. Ramsay & Son Company, under whose management it was conducted. Both of these companies have grown to such proportions of late, however, that a severance of the connection was found advisable, so that hereafter they will carry on business as individual firms. Considerable machinery, including a 20 horse-power motor, is being installed in the top flat of the building, which will be used for manufacturing purposes.

A GOOD YEAR REPORTED.

The stockholders of the Toronto Silver Plate Company held their annual meeting at Toronto on April 5, and re-elected as directors: W. H. Beatty, A. L. Gooderham, W. H. Partridge, H. W. Beatty, Wm. Thomson, James Webster, Frank Turner, C.E., E. G. Gooderham and J. Gordon Macdonald, the latter being a valuable addition to the directorate. At a subsequent meeting of the board W. H. Beatty was re-elected president and W. H. Partridge vice-president. The company report business for the new year as very satisfactory indeed and that they have a great many orders ahead of them. E. G. Gooderham continues general manager and secretary-treasurer.

PRACTICAL PHILOSOPHY.

Pull never had a show as against brains.

Self-confidence is a genuine business asset.

Applause has made fools of more men than criticism.

A steady average is better than an occasional exception.

A pessimist is one who can see only the hole in the doughnut.

Man wants but little here below—and that's about all he gets.

There is in the worst of fortune the best of chances for a happy change.

More time may be lost by labor on Sunday than by loafing all the week.

It is just as easy to find fault with an electric light as with a tallow candle.

Many a man doesn't know what he is talking about until after it is too late.

Some men know nothing, and know it and say nothing. Others know nothing and cannot keep from telling it.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 74.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Brass Shoe Rivets are quoted at 15 per cent. discount.

Clinch Point Shoe Rivets show an advance to 15 per cent. discount.

Building Paper—Several lines are changed.

Ingot Tin—Market still rising. Ruling price 42c. to 42½c.

Turpentine has declined 3c.

Gasoline and Benzine have advanced.

Binder Twine—New lists are now in the hands of the trade.

TORONTO.

Sand, Emery and Garnet Paper—New lists have been issued showing an advance of 10 per cent. Discounts are unchanged.

Antimony—Another 1c. advance has been made.

Bar Iron—Last week's advance has not been held to.

Linseed Oil—Quotations are 1c. higher.

Turpentine—Prices have declined considerably.

Compression Work—Discounts are now 60 per cent. off list.

Fuller Work—Seventy per cent. off list is now quoted.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 13, 1906.

Sales this week are very large in all classes of Spring goods, notably lawn mowers, green wire cloth, screen doors, screen hinges, and all kitchen and household goods. Trade in building hardware is also keeping up remarkably well, with orders pouring in from all parts of the country, showing that building activity is general. Other goods that are being sold in large quantities by the jobbers here at present include plated ware and cutlery, for which the season's demand is just beginning.

Very few price changes of any account have eventuated during the week, the most important being advances in shoe rivets. On brass shoe rivets the discount is now 15 per cent. off list, while on clinch-point shoe rivets the discount is the same. Some changes have taken place in building paper quotations, these showing generally a slight weakening in value. The new building paper quotations hold good only for Ottawa, Quebec Province and the Maritime Provinces. In Ontario the price is open.

AXES—Our prices are as follows: $7.60 to $9.50 per doz.; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—We quote: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34 inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—We are quoting: $4.25 for cold blast.

RIVETS AND BURRS—Orders continue to be very satisfactory. The market is very steady at the following quotations: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists: copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Sales are not large but conditions for the most part are seasonable. We quote as follows: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b., Montreal.

MACHINE SCREWS — The market has remained without feature since the recent advance in price. Prices are being steadily adhered to, and we are still quoting the following discounts: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—Conditions remain much the same from week to week, but are very satisfactory. We are quoting as follows: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

HORSENAILS — Considerable activity is displayed in all the various grades. Prices are still held as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—There is no slackness shown in the steady demand for these goods. The price remains: $2.15 per keg f.o.b. Montreal.

CUT NAILS — Trade continues featureless. Our prices remain: $2.20 per keg f.o.b. Montreal.

HORSESHOES — The mills report large orders and a steady market. Our quotations are as follows: P.B. new pattern, base price, $3.50 per 100 pounds.; M. R. M. Co. latest improved pattern iron shoes, light and medium pattern No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—Orders are still rather slow, and no line can be said to have developed any particular sale as yet.

BUILDING PAPER—Business is still improving with every week. As forecasted in our last report, manufacturers have issued new lists, which show changes in some of the prominent lines. These include carpet felt, which has been advanced to $55 per ton. Dry sheathing shows a falling off of 5c., and is now quoted at 35c., while tar sheathing has similarly declined to 45c.

CEMENT AND FIRE BRICK — The demand for cement is beginning to be felt and jobbers report that enquiries for the better grades are larger than ever this year. There is a disposition to expect higher prices in the near future, especially if the coal strike in the United States assumes serious proportions, for fuel is an important item in the production cost of cement. Fire brick and fire clay are selling in big quantities. We quote: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. "Lafarge" (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21; American, $30 to $35; White Bros.' Eng. cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—We quote the following: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—This continues to be one of the active lines of the present market. Our prices remain as follows: American Twin, 2 qt. 12.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—Orders continue to be very numerous and extend over a large territory. The price remains $1.45 per hundred sq. ft.

BINDER TWINE—Conditions are unchanged, and we are still unable to give prices.

RAW FURS—Prices to dealers are as follows:

		No. 1.	No. 2.	No. 3.	No. 4.
Bear	Black	$12 00	$8 00	$4 00	$1 00
"	Yearlings	7 00	5 00	2 00	0 30
Fisher		7 00	6 00	5 00	....
Fox	Red	3 00	2 25	1 00	0 20
"	Cross	5 00	4 00	2 00	0 50
Lynx		7 00	5 00	4 00	
Marten	Dark	10 00	5 00	2 0	0 50
"	Pale	6 00	3 00	1 25	0 50
Mink	Dark	6 00	4 00	1 50	0 50
"	Pale	3 25	2 50	1 50	....
Muskrat	Spring	0 25	0 18	0 15	0 03
Raccoon		1 50	1 00	0 50	0 20
Skunk		1 75	1 50	0 75	0 45
Weasel	White, 35 to 50c. for prime skins.				
Wolf	Timber	3 00	....	....	....
"	Prairie	1 25 to 1 50	0 75	0 35	....
Wolverine		5 00 to 6 00			

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, April 13, 1906.

There has been considerable cutting on wire nails of late in spite of the firmness in price of raw material, by dealers who have bought on old contracts.

All lines of sand paper and cloth, garnet paper and cloth, and emery paper and cloth have been advanced 10 per cent., this advance coming into effect on Tuesday last. The discounts remain as before, but new lists have been issued.

Glass has been subject to considerable cutting during the past few weeks. At first the cutting was quietly done, but during the last week competing houses have lowered prices greatly. Reports have it that this cutting was started by putting on the market 8,000 cases that were taken from the S.S. Virginian after she had run aground. We learn, however, that most of this stock was bought up by small dealers at auction, and did not get into the hands of jobbers. Large stocks in some quarters are said to be largely responsible for the cutting.

There have been rumors that flatware would advance, but silverware manufacturers say they are trying to avoid it.

On all sides business is reported good. The opening of navigation has stimulated it, and everyone is well satisfied with the trade that is being done.

AXES AND HANDLES—Ordinary amount of business being done. Prices remain firm.

CUTLERY AND SILVERWARE—A marked improvement is shown in these lines. Rumors of an advance on flatware are current.

SPORTING GOODS — The sporting goods trade is opening up well, and a good Summer is looked for.

WASHING MACHINES—Trade is fairly active at present.

CHAIN — We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent. off.

POULTRY NETTING—Prices are firm and a good business is being done.

GALVANIZED WIRE—We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE—An active demand is experienced. Prices remain the same. We quote: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS — Considerable cutting has been done of late, but a large business is being done.

CUT NAILS—This line also shows greater sales.

HORSENAILS — Business continues good with prices unchanged.

HORSE SHOES—The Spring has ushered in a good trade. Market firm. We still quote. P.B. base, $3.65: "M.R.M. Co., latest improved pattern" Iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes 1 to 4, $7.00. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

SADDLERY—The usual amount of business is being done.

RIVETS AND BURRS—Some good sales are reported. Business steady.

SCREWS—A good business is being done in screws now that the building season has opened.

BOLTS AND NUTS—Prices are firm, business good.

CORDAGE—We now quote as follows: On binder twine, 500 feet, 10c. lb.: 550 feet, 11c. lb.; 600 feet, 12c. lb.; 650 feet, 13c. lb. Golden Crown, 500 feet, 9 3-4c. lb. On Gold Medal Brand (imported), 600 feet, 12 1-4c.; 650 feet, 13 1-4c. Discount for car lots. Manila, 15c.; British manila, 11 1-2c.; sisal, 10 1-2c.; double lathyarn, 10 1-2c.; single lathyarn, 10c.; sashcord, "Hercules," 30c. to 32c.; "Star," 36c.; cotton twine, 3-ply, 24c.; 4-ply, 29c.; calking cotton, 16 1-2 to 17c.; cotton waste, colored, 6 3-4c.; white, 9c.

CEMENT—The cement demand increases and prices are firm. A slight advance is not improbable. We are quoting as follows: For carload orders, f.o.b., Toronto, Canadian Portland, $2.00. For small orders ex warehouse, Canadian Portland, $2.15 upwards.

FIREBRICK—There are no changes to record, but prices are very firm. English and Scotch firebrick, 27c. to 30c.; American low-grade, 22c. to 25c.; high-grade, 27½c. to 35c.

BUILDING PAPER—Business is active in all lines. No further changes since last week.

HIDES—The supply continues very light and prices are firm with some advances, No. 1 country calf skins being 13c., and sheep skins are quoted 5c. to 10c. higher. A little new wool is coming in. Fur prices are easier in spots.

Hides, inspected, steers, No. 1	0 11	
" " " No. 2	0 10	
" " cows, No. 1	0 10½	
" " " No. 2	0 09½	
Country hides, flat, per lb.	0 08½	
Calf skins, No. 1, city	0 14	
" " No. 1, country	0 13	
Dekins	0 75	0 85
Sheep skins	1 45	1 65
Horse hides, No. 1	3 15	3 55
Rendered tallow, per lb.	0 04½	0 04¾
Pulled wools, super, per lb.	0 22	0 24
" " extra "	0 24	0 25
Wool, unwashed fleece	0 16	0 17

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 13, 1906.

The tone of the metal market is still high, with very few exceptions. Nor is it probable that the advent of Summer rates make any material difference, as advancing prices on so many metals will not permit jobbers to replenish their stock at anything like the prices ruling when they bought up for the Winter trade.

Ingot tin continues to soar, and there seems no end to the rising market. Prices this week are higher than for a long time back, but even at that metal merchants say that they will be compelled to boost them still higher, if foreign markets continue to advance. This metal is easily the feature of the market.

If there was any antimony to be had on the market there would be considerable activity in that metal, but, as it is, dealers find it all but impossible to secure deliveries, even at the record price now ruling. Some idea of the antimony situation may be had from the fact that, while seven cents was considered a nominal price a year ago, it is now quoted at nineteen.

Pig iron conditions are unchanged. Rush sales are still from stock, but inquiries are now chiefly for import. Navigation will soon be open, and prices will then be changed to suit Summer conditions.

CANADA PLATES—Some merchants have advanced quotations on galvanized plates. This has not been general, however, and we are still quoting as follows: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75; galvanized, 52's, $4.10; 60's, $4.35.

COPPER—This metal remains very firm. The supply is scarce, and higher prices are expected soon. We still quote: Ingot copper, 20 1-2c. to 21c.; sheet copper, base size, 25c.

INGOT TIN—Another sharp advance has been declared this week. The market is very high, with still an upward tendency. The prices we quote are for medium sized orders, but, for quantities, jobbers are dealing with inquiries on their merits. Our price now is from 42c. to 42 1-2c.

PIG LEAD—Fluctuations are still in order, but there is always the tendency to come back to the old price. During the past week, several changes have been made in quotations, but, at time of writing, we are still able to give prices as $4.40 to $4.50 per hundred pounds.

PIG IRON—Quotations are still for orders from stock. Inquiries are fair. We quote:

"Dom.," No. 1	$19.50 to $20.00	delivered	Montreal.
Usual difference in price for lower grades			
Ferrona No. 1	$19 50	delivered	Montreal.
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18 00	"	"
Londonderry	20.50	"	"
Carron No. 1	24.00	"	"
" (special)	23.00	"	"
" No. 3 (soft)	22 75	"	"
Summerlee No. 1	25.00	"	"
Clarence No. 1	20.00	"	"
" No. 3	19.50	"	"

BOILER TUBES—Our prices: British and American tubes, 1 1-2 inch, 8 1-2c.; 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch, 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Con-

queror, 7 1-2c.; Conqueror High Speed Steel, 60c.

MERCHANT STEEL — We are still quoting as follows: Sleigh shoe, $2.17 1-2; tire, $2.27 1-2; spring, $2.75; toecalk, $2.82 1-2; machinery iron finish, $2.27 1-2; ruled machinery steel, $2.75; mild, $2.17 1-2 and upwards: square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices are as follows: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78: 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—Ruling prices are as follows: Queen's Head, 28 gauge, $4.35; 26 gauge, $4.10; 22 to 24 gauge, $3.85; 16 to 20 gauge, $3.60; Apollo, 28 gauge, $4.20: 26 gauge, $3.95; 22 and 24 gauge, $3.70; 16 to 20 gauge, $3.65; 22 to 24 gauge, $3.70; 16 to 20 gauge, $3.45; Comet, 28 gauge, $4.15 to $4.45; 26 gauge, $3.90; 22 and 24 gauge, $3.60; 16 to 20 gauge, $3.45; Bell brand, 28 gauge, $4.30 to $4.35; Fleur-de-Lis, 28 gauge, $4.20; 26 gauge, $3.95; 22 and 24 gauge, $3.70; 16 to 20 gauge, $3.65; 22 to 24 gauge, $3.70; 16 to 20 gauge, $3.45; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; in less than case lots, 25c. extra.

BLACK SHEETS—Our prices remain as follows: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

ANTIMONY—Prices have risen so high that jobbers are now afraid to touch the metal. The stock on hand here is almost nil. We quote 19c. to 19 1-2c. for Hallett's.

TIN PLATES—In these goods also, some dealers have advanced their figures, but the following prices are still obtainable: Cokes, base size, 1C 14 x 20, $4.00; charcoal, base size, 1C 14 x 20, $4.25.

TERNE PLATES—Dealers are again quoting quite generally $6.85.

INGOT ZINC—The market is quiet. Very little is being sold, and prices remain 6 3-4c. to 7c.

SHEET ZINC—We still quote: $7.50 in casks; $7.75 in less than casks.

SHEET LEAD—Our prices: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

BAR IRON—Local jobbers are still quoting $2.05 f.o.b. Montreal.

OLD MATERIAL — Our quotations are as follows: Copper wire, 15c.; light copper, 14c.; heavy red brass, 13 1-2c.; yellow brass, 10c.; light brass, 7 1-2c.; lead, 3 1-4c.; zinc, 4c.; machinery cast scrap, $13.50; wrought scrap, $12; stove plate scrap, $11; mixed rags, 90c. to $1 per 100 lbs.; old rubbers, 7¼c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto April 13, 1906.

Ingot metals still continue to be the centre of interest in the markets, trade being quite brisk even at the high prices ruling. Ingot tin is unchanged in price in spite of reports of high prices elsewhere and the demand for both ingot tin and plates is active. Lead and copper are unchanged and in about the same position as a week ago, while antimony is soaring even higher and is quoted at 21 cents, an advance of one cent. Some small supplies have been received to relieve the market.

Bar iron has not held the advance made a week ago, but as stocks are scarce and mills too busy to pay attention to any special orders, prices asked vary considerably. Bar iron in the States is a little easier than here. Pig iron is in the same position as a week ago. It is said that the iron and steel interests in Great Britain are beginning to feel the effects of the depression in the Old Land, and if so this may tend to weaken conditions but as yet this is only speculative.

PIG IRON — Orders are fair and prices very firm.

Middlesboro, f.o.b., Toronto	$21 50	$22 50
Hamilton, No. 1, at furnace		21 00
" No. 2, "		20 50
Midland, No 1, "		21 00
" No. 2, "		20 50
Radnor, at furnace		30 00
Londonderry, f.o.b. Toronto, No. 1		22 00
" " " No. 2		21 50

BAR IRON—Last week's advance has not been held to by all dealers and we are now quoting $2.10 to $2.15 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

INGOT TIN—In spite of record prices being asked elsewhere, the effect has not been felt here other than to increase the demand. We still quote: 40c. per lb.

TIN PLATES — Demand keeps up satisfactorily and the market is very strong.

GALVANIZED SHEETS — A better demand exists and prices continue the same.

BRASS—A probable scarcity of copper, together with the higher prices now ruling, makes brass firm and strong.

BOILER PLATES AND TUBES—The demand is reported steady, and we quote as follows: Plates per 100 lbs., $2.20; heads, per 100 lbs., $2.45; tubes, per 100 feet, 1 1-2 inch, $8.50; 2, $8.70; 2 1-2, $10.50; 3, $11.80; 3 1-2, $15.80; 4, $20.00. Terms, 2 per cent off.

LEAD—The market is very firm and many dealers look for higher prices. We still quote: Canadian pig lead at $4.40 and English pig at $4.65 per 100 lbs., with bar lead at $5 per 100 lbs.

ZINC SPELTER—The market is very active, the demand being strong and prices firm. We still quote as follows: 7 1-4c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

COPPER—A stronger demand is evident and prices are held strongly. We still quote as follows: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

ANTIMONY—Small stocks have been received but owing to the scarcity and the active demand prices have been advanced to 21c.

OLD MATERIAL—Scrap iron is the most active line, the high prices deterring business in other lines. Dealers' buying prices continue as follows: Heavy copper and wire, 15c. per lb.; light copper, 13 3-4c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8 1-2c. per lb.; tea lead, $3 per 100 lbs.; heavy lead, $3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, $10 to $10.50, No. 2 wrought $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel $5; old rubbers, 7 1-4c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—All kinds of high prices are still being asked for soft coal. The quotations below, therefore, are merely nominal. Prices are unchanged.

Anthracite in cars at bridges, egg, stove and nut, $5.50; grate, $5.25; pea, $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; 3-4 inch, $1.40, run of mine, $1.30, nut, $1.25; N.P. and S., $1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at the bridges: 1 1-4 inch, $2.60; 3-4 inch, $2.50; mine run, $2.40; slack, $2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, April 11, 1906.

PIG IRON—Cleveland warrants are quoted at 47s. 10d. and Glasgow standard warrants at 47s. 10d, making prices as compared with last week 6d lower for Cleveland warrants and 6d lower for standard warrants.

TIN—Spot tin opened strong at £176 5s., futures at £171 15s., and after sales of 250 tons of spot and 280 tons of futures closed easy at £176 for spot, £171 7s. 6d for futures, making price compared with last week £4 5s. higher on spot and £2 9s. 6d higher on futures.

COPPER — Spot copper opened firm at £84 15s., futures £81 15s., and after sales of 200 tons of spot and 50 tons of futures, closed firm at £84 17s. 6d for spot, and £81 10s. for futures, making price as compared with last week 12s. 6d lower on spot, and 15s. lower on futures.

SPELTER — The market closed at £25 10s., making price as compared with last week 7s. 6d higher.

LEAD—The market closed at £15 15s., making price as compared with last week 2s. 6d higher.

New Brunswick Trade News

St. John, N.B., April 8, 1906.

The characteristic feature of the hardware market of late has been its steadiness. Prices have varied but little and continue firm generally. Business has been good on the whole and there is

reason to look for a continuance of this satisfactory state of affairs.

One metal which showed a slight variation in quotations is pig lead. For a short time it showed a decline, but soon the price stiffened again and pig lead figures are in the "firm" column again.

The outlook so far as glass is concerned is marked by some considerable uncertainty. The quantity of glass coming is small and no large increase is expected in the near future. But it is a matter of difficulty to get thorough information regarding this commodity, largely because of labor troubles across the water.

* * *

Messrs. Fleming, of the Phoenix foundry here, have entered upon the preliminary stages in the manufacturing of gasoline engines. They claim, and speaking offhand, their claim is a good one, that they are the first Maritime Province firm to take up the manufacture of these engines.

Messrs. Fleming have secured the Canadian rights for the manufacture of the Essex style of engine and in a short time they will be in a position to show the public one of the engines made in their own foundry in operation. In point of power the engines will range from two and a half horse power upwards. It is expected that those of medium power will find favor with fishermen for use in salmon boats. Messrs. Fleming by the way, employ over 100 hands and one member of the firm recently stated that there has not been a slack time at the foundry for eight years.

* * *

Another foundry where all is activity is the Enterprise Stove Foundry, situated at Sackville. The business done at this establishment is increasing so rapidly and to such an extent that an addition to the warehouse space and the erection of a new office building have come to be among the immediate necessities. Plans for the new structures are now being prepared by Mr. H. H. Mott and it is expected that July will see the new buildings occupied by the employes of the foundry. The office building will be one of two storeys, 40 x 35 feet in dimension. The addition to the warehouse will be 160 x 40 feet in dimension and of three storeys.

* * *

The quarterly meeting of the Maritime Hardware Association was held here last week. Messrs. John McAvity, John Keeffe, D. C. Lee, H. M. Coates, St. John; E. K. Spinney, Yarmouth, and N. Robertson, jr., W. H. Stearns and M. O. Crowell, Halifax, were in attendance. The statement given out was that the business done at the session was purely routine in character.

J. A. Black has resigned his position as manager of the Maritime Heating Co., Amherst. He has been succeeded by John A. Laws.

J. Wesley Doull, of Sackville, has recently invented a rail cutter and lifting jack.

W. H. Thorne, the local merchant, has been enjoying an extended trip to Mexico.

A. M. Rowan, the north end hardwareman, is one of the candidates for a seat at the civic board this year.

British Columbia Trade News

Power development on the Pacific Coast is reaching the acme of activity. In British Columbia the first installation of power to be seriously considered, that of the Vancouver Power Co., with a possible development of 30,000 horse-power, was completed and put in full commission, with about one-third of the full capacity, last year. Now, with rumors of electric lines from Seattle to Vancouver, with proposals to electrify the Great Northern between here and the Sound City, and similar proposals for coast sections of the C.P.R., it is not surprising to hear of moves to acquire and develop hitherto unused water powers in the coast district. The last project of any importance, and the largest yet on the coast, is to use the Lillooet River and Lakes, an application having been made for water record of 25,000 miners inches to the water commissioner by Messrs. Hermon & Burwell, consulting engineers, on behalf of yet un-named clients. It is presumed that the Vancouver Power Co., for whom Hermon & Burwell are engineers, are behind the project. The use to which the proposed power is to be applied is yet to be definitely announced, though all the projected railway changes would indicate the possible direction to which it will be turned.

The Burrard Power Company, which is the name under which record is asked, expects, by making a reservoir of the Lillooet Lakes, to be able to develop fully 50,000 horse-power. It is stated that work will go ahead at an early date, or as soon as preliminaries are settled.

* * *

Following the recent qualifying examinations demanded of plumbers, both masters and journeymen, by the city council of Vancouver, that body has made changes in the license demanded, so that now every qualified plumber must pay a license fee, and not, as heretofore the case, one license for each shop. As the master plumbers would doubtless have to pay the fees, they are preparing to ask the city council to revert to the former method, and will probably offer to pay a license fee of $50 per shop, instead of the present fee of $10 per man.

* * *

A proposal to establish a glass factory at Eburne, a suburb of Vancouver, on the North Arm of the Fraser River, is taking shape. An expert in the manufacture of glass is now on the way here from England, retained by the promoters of the scheme. At present fruit jars, lamp glasses, bottles, etc., will be turned out, and later, after a start has been made, it is intended to go into the manufacture of sheet glass.

* * *

Enderby and Armstrong, two thriving towns in the Okanagan Valley, on the line of the Shuswap & Okanagan Railway, are to have electric light plants installed this year. Companies have been formed at each place and engineers engaged to report on the projects. At Enderby the Kamloops Lumber Co. is to furnish the power, while at Armstrong the intention is to utilize water power.

* * *

Vancouver City Council is to spend $6,000 in buying water meters to place on the pipe lines of all users except residences. It is found that some disproportionate rates are paid, and to make it nearer the fair thing for all for other than domestic purposes, meters are to be put on. Hitherto practically the only concerns having meters on their mains were the mills and other large manufactories, especially where steam power was generated.

* * *

A car barn and shops for the B. C. Electric Railway are to be built in Vancouver on a new site in Mount Pleasant, recently purchased. It is the intention at these shops to manufacture not only parts of cars, and repairs, etc., but also to turn out everything possible to make and in common use in the electric business. The company has at present a car shop at New Westminster, where all the cars for their lines are turned out.

* * *

To improve the water pressure in the down-town portions of the city, and to give supply to portions on the higher levels, the city of Vancouver proposes to install a stand-pipe, pending the completion of the projected high-level system. For this latter extension the ratepayers have voted the sum of three-quarters of a million dollars, the entire sum to be expended in three years.

* * *

It is proposed to use very large quantities of large diameter wood stave pipe for the proposed high-level system, and in that connection the city has already called for bids for 13,000 feet of 30 and 36-inch pipe, from 0 to 200-ft. head.

Recent reports from the oil fields of south-eastern Alberta indicate almost startling discoveries following the steady development work which has been pushed by several companies. The centre of the excitement is south of Pincher Creek, a station on the Crow's Nest Pass Railway, and within five miles of the international boundary. There it is stated vast gushers have been tapped by boring operations, and the view taken by geologists who have examined the field is that there exists under the area being exploited a vast subterannean lake of the finest grade petroleum ever discovered. A very great interest is being aroused in the field, and the only drawback to its rapid development is entire lack of transportation facilities, even roads being of the crudest.

Have you a stock of filters. There is good money in this line during the Spring and Summer seasons.

Horse goods will sell well during the Spring.

Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, April 12, 1906.)

Office of HARDWARE AND METAL
Room 511, Union Bank Building,
Winnipeg, Man.

Business is active and values are steady in all staple lines. With the exception of an advance in axle grease there are no quotable changes of importance this week.

SCREEN WIRE CLOTH — Price is $1.55 per 100 sq. feet.

SCREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows:

Cold blast lanterns	$5 25 per doz.
Coppered cold blast lanterns	7 25 "
Cold blast dash "	7 75 "
Lift Lanterns	4 25 "

BLUESTONE—Selling well at $6.25 to $6.50 per cwt.

WIRE—Prices are steady. We quote:

Barbed wire, 100 lb			$2 90
Plain galvanized, 6 to 8	$3 39	9	$2 50 2 90
" " 10	3 50	12	3 10
" " 13	3 20	14	3 90
" " 15	4 45	16	4 60
Plain twist			3 00
Staples			3 50
Oiled annealed wire, 10	$2 96	11	$3 02
" " 12	3 10	13	3 20
" " 14	3 30	15	3 45

Annealed wires (unoiled) 10c. less.

HORSESHOES—Quotations are as follows:

Horseshoes, iron, No. 0 to No 1	$4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 65
Steel, No. 0 to No. 1	5 00
No. 2 and larger	4 75

HORSENAILS—Revised list and discounts are now as follows:

	per lb.		per lb.
No. 10	$0 20	No. 6	$0 28
" 9	0 22	" 5	0 32
" 8	0 24	" 4	0 40
" 7	0 26		

Discounts are quoted as follows: "C" brand, 40, 10 and 7 1-2 per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows:

Pressed spikes, ¼ x 5 and 6	$4 60
" " 5-6 x 5, 6 and 7	4 25
" " ⅜ x 6, 7 and 8	4 10
" " 7-16 x 7 and 9	4 00
" " ½ x 8, 9, 10 and 12	3 90
" " ⅝ x 10 and 12	3 75

SCREWS—Discounts are as follows:

Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.

NUTS AND BOLTS—Discounts are unchanged and continue as follows:

Bolts, carriage, ⅜ or smaller	60 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	55 and 5 p.c.
" 7-16 and over	55 p.c.
Bolts, tire	65 p.c.
Bolt ends	55 p.c.
Sleigh shoe bolts	65 and 10 p.c.
Machine screws	70 p.c.
Plough bolts	55 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "

RIVETS—Quoted now as follows:

Rivets, iron	60 and 10 p.c.
Copper, No. 8	34½
" No. 12	40

COIL CHAIN—Unchanged in price. We quote:

Coil chain—			
3-16 inch	$3 25	¼ inch	$7 20
5-16 inch	5 20	⅜ inch	4 60
7-16 inch	4 45	½ inch	4 30
⅝ inch	4 10	⅝ inch	4 00

SHOVELS—Discounts on spades and shovels continue 40 and 5 per cent.

HARVEST TOOLS—Discounts are now 60 and 5 per cent.

AXE HANDLES—Quoted as follows:

Axe handles, turned, s.g. hickory, doz			$3 15
No. 1	1 90	No. 2	1 60
Octagon extra.	2 30	No. 1	1 60

AXES—Prices quoted as follows:

Bench axes, discount off list	40 p.c.
Broad " " "	25 p.c.
Royal Oak, per doz	$ 6.25
Maple Leaf, "	8.25
Model "	8.50
Black Prince "	7.25
Black Diamond "	9.25
Standard Flint Edge, per doz	8.75
Copper King, per doz.	9.00
Columbian, "	10.75
Handled axes, North Star, per doz	7.75
" " Black Prince, per doz	9.25
" " Standard Flint Edge, per doz	10.50
" " Copper King, per doz	11.00

BUTTS—The discount on wrought iron butts is 70 per cent.

CHURNS—The discounts from list prices are 45 and 5 per cent.

CHISELS—Quoted at 70 per cent. off list prices.

AUGER BITS—The discount has been increased to 70 per cent. off list.

BLOCKS—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

FITTINGS—Discounts continue as follows:

Wrought couplings	60 p.c.
Nipples	65 and 10 p.c.
T's and elbows	10 p.c.
Malleable bushings	50 p.c.
Malleable unions	55 p.c.

GRINDSTONES—The price is now 1 3-4c. per lb.

FORK HANDLES—The discount is 40 per cent. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 per cent. off list prices.

HOOKS—Prices are quoted as follows:

Brush hooks, heavy, per doz	$8.75
Grass " per doz.	1.70

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 per cent.

WASHERS—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

WRINGERS—Prices are as follows:

Royal Canadian, per doz	$30.00
R. B., per doz	34.75

FILES—Discounts are quoted as follows:

" Arcade "	75 p.c.
" Black Diamond "	60 p.c.
" Nicholson's "	62½ p.c.

BUILDING PAPER—Prices are as follows:

Plain.		Tarred.	
Joliette	40c.	Joliette	65c.
Cyclone	55c.	Cyclone	80c.
Anchor	55c.	Anchor	65c.
Pure fibre	60c.	Pure fibre	80c.

TINWARE, ETC.—Quoted as follows:

Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	30 p.c.
Japanned ware	37½ p.c.
Enamelled ware, Famous	50 p.c.
" Imperial	50 and 10 p.c.
" " (one coat)	60 p.c.
" Premier	50 p.c.
" Colonial	50 and 10 p.c.
" Royal	60 p.c.
" Victoria	45 p.c.
" White	45 p.c.
" Diamond	50 p.c.
" Granite	60 p.c.

CORDAGE—Quotations are as follows:

Rope, sisal, 7-16 and larger, basis	11 25
Manila, 7-16 and larger, basis	15 75
Lathyarn	11 25
Cotton rope, per lb.	00 21

SOLDER—Quotations now at 24c. per lb. with concessions for large quantities.

VISES—Prices are quoted as follows:

" Peter Wright," 30 to 34	14½c. per lb.
" " 35 to 39	14c. "
" " 40 and larger	13½c. "

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNTION, ETC.—We quote:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol	30 p.c.
" military	20 p.c.
Ammunition, cartridges, American R.F.	33⅓ p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.

Loaded shells:

Dominion Eley's and Kynoch's soft, 12 gauge.	
black	16 50
chilled, 12 gauge	17 50
soft, 10 gauge	19 50
chilled, 10 gauge	20 50
Shot, Ordinary, per 100 lb	7 00
Chilled	7 50
Powder, F.F., keg, Hamilton	4 75
F.F.G., Dupont's	5 00

IRON AND STEEL—We quote:

Bar iron (basis)	2 70
Swedish iron (basis)	4 75
Sleigh shoe steel	2 75
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	9 50
Jessop	13 00

SHEET ZINC—The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The price has been advanced to $5.00 per cwt. in small lots and $4.75 per cwt. in ton quantities.

PIG LEAD—As noted last week, the price is now $5 per cwt. in small quantities, and $4.75 per cwt in ton lots.

AXLE GREASE—"Mica" axle grease

RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

MUNRO WIRE WORKS, Limited
NEW GLASGOW, N.S., AND WINNIPEG, MAN.

PAINT SPECIALTIES

Are money makers and should not be overlooked when stocking up. We carry a large assortment in neat and attractive tins.

SAMPLES AND PRICES ON APPLICATION

THE WINNIPEG PAINT AND GLASS CO., LIMITED
Warehouses—CALGARY, EDMONTON WINNIPEG

WINNIPEG CEILING and ROOFING CO.

Manufacturers of
Corrugated Roofing and Siding, Metal Ceilings, Cornices, Etc.
WINNIPEG, - MAN.

PILKINGTON BROS., LIMITED
(WORKS: ST. HELENS, ENGLAND)

BRITISH PLATE AND WINDOW GLASS

Wired Rolled — ALSO Wired Polished Plate — Prismatic Glass
Figured, Rolled and Cathedral — Rolled Glass
Muffled, Obscured and Enamelled Glass — Plain and Bevelled Mirrors, etc.

Prices on application. FULL STOCK IN OUR WINNIPEG WAREHOUSE.
OFFICE AND WAREHOUSE: 157 MARKET ST., - - - WINNIPEG, MAN.
P.O. Box 164. Telephone 3271.
Also Montreal, Toronto and Vancouver

has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE — Quotations are:

Black, ¼ inch	2 45	Black 1 inch	5 75
" ⅜ "	2 85	" 1¼ "	7 85
" ½ "	3 15	" 1½ "	9 40
" ¾ "	4 00	" 2 "	12 90

GALVANIZED IRON — Quotations are:

Apollo, 16 gauge	3 90
18 and 20 gauge	4 10
22 and 24 gauge	4 45
26 gauge	4 40
28 gauge	4 65
30 gauge or 10¾ oz	4 95

Expert Bookkeeping

Investigating and auditing of all classes of accounts undertaken. Trading, profit and loss and balance sheets prepared. Set of books opened and office system devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT
Chartered Accountant
378 Bannatyne Avenue, - WINNIPEG

Compare quality every time you compare price, and you will continue to buy

STEPHENS' SHINGLE STAINS

Stephens' Shingle Stains are made to stand the test of time and use; and to look well meanwhile.

They are their own best advertisement.

The price is as low as quality can be sold for, and those who have used them are the ones who say the best things about them.

We want to put a sample stock into every town in Western Canada; and are willing to abide by the results of any test.

Sit down to-day and write us for a sample order that will constitute such a test, in any or all the colors which we manufacture — thirteen in all.

All orders shipped same day as received.

G. F. STEPHENS & CO. LIMITED
PAINT AND COLOR MAKERS
WINNIPEG, - CANADA

Queen's Head, 24 gauge	4 65
26 gauge	4 65
28 "	4 90

TIN PLATES—We now quote as follows:

Tinplate, IC charcoal, 20 x 28, box	9 50
" IX "	11 50
" XXI "	13 50

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote:

Canada plate, 18 x 21, 18 x 24	3 15
Canada plate, 20 x 28	3 40
Canada plate, full polished	3 90

BLACK SHEETS—Prices are:

Black Sheets, 10 to 16 gauge, 100 lb.	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

PETROLEUM AND GASOLINE—Prices are steady. We quote:

Silver Star, per gal	21½c.
Sunlight "	22½c.
Eocene "	24½c.
Pennoline "	25½c.
Crystal Spray "	24½c.
Silver Light	22½c.
Gasoline, 70-72 (Engine)	25½c.

(In barrels f.o.b. Winnipeg.)

PAINTS, OILS AND TURPENTINE—As noted last week, turpentine has been advanced 3c. per gal. Quotations are:

White lead (pure)	$6 50
Bladder putty, in bbls	0 02½
" " in kegs	0 02¾
Turpentine, pure, in barrels	1 07
Less than barrel lots	1 12
Linseed oil, raw	0 66
Boiled	0 69

WINDOW GLASS—We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches	$2.25
26 to 40 "	2.40
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches	4.00
26 to 40 "	4.52
41 to 50 "	4.75
51 to 60 "	5.25
61 to 70 "	5.75
21-oz.C.S., double, in 100-ft. cases—	
26 to 40 united inches	7.35
41 to 50 "	8.40
51 to 60 "	9.45
61 to 70 "	10.50
71 to 80 "	11.55
81 to 85 "	12.60
86 to 90 "	14.75
16 to 95 "	17.30
90 to 100 "	

Nova Scotia Trade News.

Halifax, April 10.

The hardware markets continue to show activity. Orders from outlying sections continue to come in freely. Prices are steady in all lines. Quotations on some of the principal articles are as follows:

Zinc, cask lots	$ .08
Zinc, less than cask lots	.8½
Wire nails, base	2.25
Cut nails, base	2.40
Ingot tin, base	.42
Black sheet iron, 24 gauge	2.40
Bar iron	2.25
Tin plates, i c charcoal	4.25 to 4.50
Tin plates, i x charcoal	5.00 to 5.25
Tin plates, i c coke	3.85 to 4.00
Cast steel	9 to .12
Tire steel (base)	2.75
Spring steel (base)	3.00
Machine steel (base)	3.25
Toe caulk (base)	3.50
Horseshoes, Nos. 0 and 1	4.10
Horseshoes, No. 2 and larger	3.85
Wire fencing, barb and plain, $2.65 per 100 lbs. or $2.55 in carload lots.	
Pig lead	4.75
White lead, Brandram's B B, in 50 and 100 lb. irons	7.50
Cement (British)	2.15
Lead pipe	5.95
Sheet lead, rolls	5.75
Sheet lead, less than rolls	6.25

* * *

It is announced here on good authority that a big lead corroding works will be established in this city. A site for the works has already been secured in the western part of the city. The land acquired comprises 35 acres, and it has been purchased by Henderson & Potts, the big paint manufacturers, who are acting for the promoters. It is stated that the Brandram Bros., of London, the white lead manufacturers, are the prime movers in the project. They will give employment to hundreds of men. Mr. Henderson is now in London in connection with the matter. The company will be capitalized at two million dollars, and a prospectus has already been issued here to give local capitalists an opportunity to invest. It is stated that the works will be the first of the kind to be established in Canada.

* * *

A. L. McCallum, who for several years past has been in charge of the ammonia house and acid plant of the Dominion Iron & Steel Company at Sydney, and who was formerly chief chemist of the Dominion Coal Co., has arrived here to take charge of the general analytical and assay laboratory recently occupied by F. W. Mason, public analyst, whose business he has purchased.

* * *

In recognition of the splendid services rendered during last month, the management of the steel works at Sydney have presented the employes with a supply of cigars. The month of March was a particularly good one. The blast furnaces were running all the time and as the supply of coke was very good, a large tonnage of iron was produced. The open hearth output was up to the average of the past five months, and the quantity of ingots produced was very good. More than the usual quantity of steel rails were produced, but as there was a shortage of cars the shipments were not as large as usual. The car supply has now been increasing daily, and the surplus is rapidly being shipped off, and will help to make the output for April the largest on record.

THE YEAR'S RAIL OUTPUT.

Although their books are already filled with orders for standard and light section rails to be delivered throughout the remainder of this year, and they are now experiencing great difficulty in making shipments on time, the leading rail mills of the United States are still being besieged by the steam and electric roads to accept contracts for additional tonnages. The orders booked by the mills of the United States Steel Corporation, the Pennsylvania Steel Co., the Lackawanna Steel Co., the Jones & Laughlin Steel Co., the Tennessee Coal, Iron & Railroad Co., the Colorado Fuel & Iron Co., and other independent concerns aggregated almost 2,900,000 tons last week, and within the last three days the total taken by these producers for this year's delivery was augmented by the placing of contracts for fully 30,000 tons additional.

The combined capacity of all the mills in this country has never before exceeded 3,000,000 tons, but it is now certain that the output this year will break all previous records, as it is known that domestic orders for 150,000 tons more are pending, while foreign lines are also negotiating for about 50,000 tons. It is, of course, probable that the mills will be wholly unable to make 1906 deliveries on all of the tonnage ordered, but even if 50,000 tons or more are carried over into 1907, the rail output will still have to exceed 3,000,000 tons.

The orders which have just added 30,000 tons to the business already on the books of the mills have been placed by the Atlanta & West Point Railroad, which bought 12,500 tons; the East Carolina Railway, which took 1,300 tons; the Tampa Northern, which purchased 4,500 tons; the Great Northern, which contracted for 5,000 tons more, and several trolley lines, as well as frog and switch makers, which secured about 7,000 tons additional.—New York Commercial.

CAPEWELL CO. EXPANDING.

A representative of Hardware and Metal visited the plant of the Capewell Horse Nail Company at Toronto this week and found workmen busy installing a new power plant, which is to supply power for lighting and factory purposes for their growing plant. Since the establishment of this branch last September the company's business has grown rapidly and it has been necessary to largely increase the amount of working machinery. Their process of manufacture is most interesting and at a later date it is hoped that a description of the process can be given our readers.

WIRE TRUST IN BELGIUM.

United States Consul McNally, of Liege, says that five of the largest wire manufacturers of Belgium have entered into a syndicate agreement to control the markets of Belgium and Holland. Quite recently their sphere of action has been extended to include the European countries by reason of a failure to reach an agreement with the German manufacturers, because of their demand of the lion share of the orders. This agreement is subscribed to by the five manufacturers, and a violation of any of its covenants is met with a fine of $10,000. It is said that all orders received are forwarded to the syndicate's principal office, at which place the orders are divided. The agreement is to remain in force and effect for three years unless the same is abrogated by a majority of the contracting parties. The competition with the German makers is keen. It is said that the German manufacturers receive from the government a sort of subsidy on all orders intended for export, and that with this assistance they are enabled to cut under the ruling price in foreign markets. It is thought that this trust agreement will not be long lived.

HOW GERMANY GETS BUSINESS.

"German firms, either singly or several firms, combined, choose some young man in their employment whom they consider suitable, and send him out to the country with which they wish to do business. This man receives a salary for the first few years, as well as a share in any profits that may be made, but in addition to this he is allowed to draw on them at his discretion for a considerable sum of money for advertising, traveling expenses, etc.

"His instructions are to settle himself modestly in the principal town, with the avowed intention of setting up a little general business for himself. If possible, he is to obtain regular employment until he is able to do so. He is then to give orders to the regular commercial travelers who frequent the place, for small quantities of the goods they usually supply there. In a year's time he is probably in a position to know what class of each kind of goods sells best, and the reasons for its preference. He has also noticed what improvements could be made, as well as all the details concerning packing, weight, color, quality, size, etc., that play so important a part in the sale of goods in foreign countries. During all this time he is constantly sending home to his employers samples of these goods, and explanations how to make them still more suitable to the market.

"In the first year the little store probably pays its way, and in two or three years it is not only making a profit, but a quantity of really trustworthy information has been obtained concerning the goods in general use in the country.

"During this time the goods are being produced at home, with the improvements recommended, so that the home firms are in a position to compete with any foreigners.

"Their representative then establishes branches in other towns, and the extension of the business simply depends on the capabilities and good fortune of the man employed. Sometimes factories are established.

"Men sent abroad under these conditions have a real incentive to work, as instead of being simply employes, they are working for themselves from the first, with the prospect of gaining a good and independent position.

"A further advantage in this system is that even if the man starts an independent business as soon as he is able, as so many Germans do, the connection still remains, and the knowledge gained, even in a few years, of the actual requirements of the country is worth the money expended.

"In the case of the complete failure of the man sent out, the loss need not be a serious one, if divided among several firms who have allowed a credit of a few hundred dollars each."

DIFFERENT SHAPES OF WIRE.

There is a popular impression that wire is simply a small, round shape like wire in a broom, a piano, a barbed wire fence, or in the ever-ready bale tie or baling wire that is always lying round and can be used for anything—in fact, it is so common one gets it tangled up in his wheel or puts his foot in a snarl of it when on a walk. But wire is not confined to this popular shape, says the American Wire Rope News. It has many shapes and forms. It is flat, square, oblong, oval, star-shaped—in fact any shape that may be desired. These are the days of automatic machines into which is fed a shape of soft steel at one end, while out of the other comes a finished bicycle hub, a knife blade, nail-clipper, pencil holder and a thousand other shapes.

To operate these automatic machines for the best results, the shape that is fed into them should be the nearest possible to the final form wanted. It is up to the wire maker to do this and an idea of the result is shown in an illustration which shows a section of pinion wire. This is drawn into star shape just about the same way as drawing wire plain round. This star shaped wire is then sawn into slices, thus making cog wheels.

Great progress in this form of manufacture has been made in the past few years, so that it is now possible to put on the market many articles at an easy-selling cost that were previously too costly to sell. Where a great deal of shaping has to be done on the lathe, in order to put the "raw" material in form for final cutting in an automatic machine, the cost of production is considerable. Wire-drawing is the cheapest method of reducing to the net shape.

The shapes that are covered by the term "wire" are, therefore, many and varied, from a flat knife blade, a piece of shafting or a molding wire to a small, round wire that calipers as fine as a hair Tensile strength, of course, does not figure materially in this odd-shaped wire, as it is only needed to be of soft steel to readily cut into shape in the automatic machines. Wire that has the greatest tensile strength is piano wire, which is made to sustain tremendous loads with the least stretch: but such a wire would be impracticable for cutting and shaping machines on account of its great hardness. Rope wire has to be made of great tensile strength, but soft enough to be flexible, thus standing the great amount of bending, and at the same time hard enough not to yield readily to abrasion. Telegraph and telephone wire must be of a quality to carry electricity the quickest, and at the same time strong enough to bear itself from pole to pole.

CHINA'S MINERAL WEALTH.

China's resources of coal and iron are among the largest and most favorably situated in the world. The extent of the great coal fields has been put at 400,000 square miles—more than seventy times the aggregate extent of all the coal fields of Britain. It is expected that very soon Chinese coal will be delivered at Far Eastern ports at prices with which no other coal can possibly compete, and that China, in consequence of this development, will become a large exporter of iron.

zinc ornaments

Pressed Zinc Ornaments often make the beginning of a profitable trade in "Metallic" building materials. Their beauty suggests many other metal things.

Dealers catering to the Sheet Metal Trade find the quality, workmanship and variety of the "Metallic" line more satisfactory than any other.

Being of solid zinc or copper they last forever and their outlines are clearer-cut and sharper than any similar die stuck work.

The use of "Metallic" Pressed Metal goods in the form of Friezes, Festoons, Centres and other Ornaments for interior and exterior decoration are innumerable. New designs are added constantly.

OUR NEW $10,000 CATALOGUE We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

THE METALLIC ROOFING CO.
OF CANADA, Limited
(Established Twenty Years)
Toronto and Winnipeg

We also manufacture:
"Eastlake" Metallic Shingles
"Metallic" Ceilings and Wall Plates
"Metallic" Cornices, Skylights and Ventilators
"Metallic" Sheet Metal Fronts
"Metallic" Siding (Stone, Brick, etc.)
"Impervia" Fireproof Windows
"Empire" Metallic Shingles
"Metallic" Crestings and Finials
"Metallic" Corrugated Iron
"Hayes" Metallic Lathing.
"Metallic" Eavetrough and Conductor Pipe
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

414

FOUNDRY AND METAL INDUSTRIES

Contract has been let for the structural steel to be used in the new steel plant at Welland, Ont.

The graphite discovered by Neil L. Campbell, at French Vale, Cape Breton, has been shown to contain 70 per cent. of graphite.

The Stanley Smelting Works of Bannockburn shipped a carload of pure lead to Toronto a few days ago, which brought $98 per ton.

Drummond, McCall & Co., sales agents for the Algoma Steel Co., have closed a deal for 50,000 tons of 80-lb. steel rails with the C.P.R. These rails are to be used between Port Arthur and Superior Junction.

Probably one of the least talked of and yet withal the richest copper properties in Ontario is that of the Massey Mining Company, situated about four miles from Massey, Ont., and about the same distance from the Spanish River.

The ore body is strong and better values than were ever anticipated have been found. Besides the veins which are now being worked, other properties have been discovered adjacent to these, which promise on development to be quite the equal of any that have hitherto been tested.

A favorable feature, and one that enhances the value of the property, is its location. It is only four miles from Massey station, on the C.P.R., and the same distance from the Spanish River, which is navigable up to that point, thus affording shipping facilities either by rail or by water.

Extensive improvements will be made in the Boundary mines in British Columbia this year. The British Columbia Copper Co. are installing three large furnaces, the Dominion Copper Co. is equipping a new machine shop, and an electric locomotive has been put in the Granby mines.

This property was owned some six or seven years ago by R. R. Gamey, M.P.P., and was sold by him to an agent of Col. Thompson, who with his associates have now full control of the property. That all this expenditure has been amply justified is shown by the results that have since been obtained.

Walter Kennedy, representing Pittsburg and New York capitalists, states that sufficient iron has been found in British Columbia to warrant the erection of a $5,000,000 steel plant on Puget Sound. The parties interested have secured iron deposits amounting to one hundred million tons, and more than that of coking coal. Those at the head of this movement claim there are as great possibilities for iron producing in British Columbia as there are in the east.

Some six or seven years ago the property that is now being operated by the Massey Mining Company showed an assay from its ore of between seven and eight per cent., and this before the real richness of the property was known. The oil treatment is being used and about fifty tons per day is being handled. The plant is equipped with the newest machinery and quite a staff of men are steadily at work. Those who are in a position to know say that this is the richest and mast valuable copper property known in Ontario to-day. A valuable deposit of grey copper ore has also been discovered.

GIRLS AS FOUNDRY HANDS.

Emancipation, freedom, equality, have placed women in strange occupations. One wonders whether suffrage would only add to the list of unusual performances in which they are engaged, or whether if it had any effect upon them economically, it would take them away from machines, increase their absurdly low wages in many instances, and put them where they belong, says the New York Commercial.

For the present, with no better education in absurdities than we have so far achieved, it is hard to imagine anything more incongruous than a woman in an iron foundry. And there are many women employed at different kinds of work in several foundries in Chicago. Many firms hire women as coremakers. Something like 1,500 girls are working at this trade in iron and brass. A core is the inside mold used for hollow castings, such as pipes and tubes. It is made by packing sand into molds corresponding to the iron mold.

The piece workers are paid various prices, ranging from 10 cents a hundred for very small pipes to $3 for large ones. One girl was seen making a core about six inches long with a curve of two inches at each end for which she was paid 75 cents a hundred. She said she could make 200 in a day. The good piece workers in this factory make from $1.25 to $1.67 a day. The girls who do the actual coremaking are not the only ones at work in the core room. There are girls who do nothing but bend the wires which are put in the sand molds to hold them together.

One firm employs three hundred and fifty or four hundred girls in the coreroom. Almost all of them are Polish and Bohemian immigrants and very few speak English. Most of them live in the Polish settlement which has been established in the neighborhood of the works. With the thrift and clannishness of their race they crowd together in small space. Many of them have done other kinds of work, but prefer the factory. One, a Norwegian girl with beautiful yellow hair, who has been with her present employer two years, was a house servant for six years—she is 20 now. Zelda Ermine Stewart, a Chicago investigator of industrial and social conditions, asked this young Norwegian girl recently why she preferred foundry work to household service.

"Well," she began, "in the first place I have more liberty. I have all my evenings to myself and I am nearer my own boss than I was before."

"How about the money side of it?" she was asked.

"O, I don't make as much money here; I made $4.00 a week and didn't wear out so many clothes. My $4.00 were almost clear. Here I make $5.50 and pay $2.50 for board and have my car fares to pay; but what is the use of having money if you never get a chance to spend it? I used to work all day and then on Saturday sometimes I would have to work until 12 o'clock at night to be able to get off late on Sunday afternoon."

This, the instinctive, irrepressible gregariousness of a normal, genuine girl, is the reason housemaids are hard to find. Her evenings to spend as she pleases, crowds of girls to talk nonsense to and to giggle with, and no backdoor key—these are the charms of the factory to the factory girl. This girl is an orphan. She has no home and has to pay board. She must squeeze the pennies pretty hard to be able to live on $5.50 a week, but she looks happy. She says she has to buy three street skirts, three pairs of shoes, and "lots of shirtwaists" every year.

In answer to the question, "Why do you employ girls?" one superintendent looked at his girls and waved his arm with an inclusive gesture.

"See how fast they work," he said. "They are better fitted for it. This is not work for a man to do. No fellow will sit at a bench and pack sand into a mold all day without swearing about it. A man couldn't do some of our work. His hands are too big and clumsy."

Another employer frankly stated that he hired girls because he got them cheaper.

There is no reason why girls should not make cores in foundries if they would demand the wages that men get—$2.50 and $2.75 a day. It is not that the work is hard, for it isn't; it is not that the conditions are bad, for they are good as usual; but the surroundings seem so unnatural for a woman. A young girl, especially a pretty girl, as many of them are, sweet faced, bright eyed, with fluffy hair and alluring, girlish manners, seems so utterly, ridiculously out of place in an oily, dirty, noisy foundry.

SAVING THE SCRAP IRON.

The scrap of the iron mills is now saved by a process which has been recently devised by two residents of the Pittsburg iron district. The material is converted into a new product without the necessity of re-melting. Not only is the scrap saved, but also muck bars, scrap bars, steel rail and the like. The process consists of accumulating the material into piles or fagots with a generous mixture of ferruginous scale or cinder forming a welding material for the iron and steel. The piles are then heated to welding heat and pressed into shape.

It is an excellent plan to work out everything you have to do to a definite date. If not required to make a promise to someone else, make one to yourself. Set a date for the completion of every task and hold to it.

INGOT METALS

Tin—"Straits" and "L & F"
Lead—Best English
Copper—Lake and Casting
Spelter—"V M" and Ordinary
Antimony—Cookson's

From Stock or for Import to wholesale buyers only.

A. C. LESLIE & CO.
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securing full details about

B. C. BRAND
DRILL STEEL?

Now is the time to know the facts so that you can order a supply of the steel and get a share of the trade.

B. K. Morton & Co., Sheffield, Eng.
are the manufacturers.

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BAINES & PECKOVER, Toronto, Can.
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D. W. CLARK, P.O. Box 521, Toronto, Can.
Write to any of them.

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NICKEL FOR NICKEL STEEL

The Orford Copper Co.

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DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
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...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

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Fire Bricks, Glazed Bricks, Stable Bricks.

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Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

CANADA SMELTING CO.
Limited

STANDARD ***Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc***

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

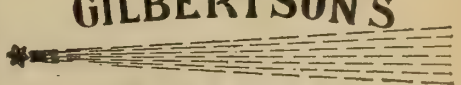
Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

PRICE and QUALITY

are two vital elements in

GILBERTSON'S



COMET
GALVANIZED SHEETS

That means they are soft, smooth, and easily worked, that they are flat, well galvanized and that they are lower in price than other high grade brands.

MAKERS:

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES.

PAINT, OIL AND BRUSH TRADES

NEW METHOD OF MAKING GLASS.

United States Vice-Consul Bock, of Nuremberg, reports a new invention in the glass plate industry, concerning which he writes :

Should it really possess the advantages claimed it would cause serious damage to the blowing glass plate industry in this district, where "¾" glass plates are chiefly manufactured. So far two methods have been employed in the manufacture of crystal plate glass and mirror and window glass, namely, that of casting and blowing. The new third method is the invention of Mr. Fourcault, a Belgian, who has sold his patent to the European syndicate of plate glass manufacturers for $952,000. This syndicate consists of German, French and Belgian manufacturers, and one Bohemian factory.

Until now, in the making of window glass, the molten substance has been blown into cylinders by glass makers' pipes and subsequently flattened, while in the making of plate glass the viscid mass was cast from the pots and rolled. The new invention draws the molten substance from the pot and conducts it between rollers lying side by side. Seventeen pairs of these rollers are built up towerlike above the pot. The liquid mass cools on its way between the rows of rollers and comes out from them polished on both sides, in any desired thickness (this being regulated by the relative position of the rollers), beautifully flattened and ready for use.

At present dimensions of from 157.48 inches to 39.37 inches can be made, but experiments are being conducted to allow of the manufacture of from 98.42 inches to 68.90 inches as well. It is believed that this invention will bring about a revolution in the trade. One early result would be that the manufacturing of plate glass of 157.48 inches and less would undergo an entire change, as the making of glass plates would come chiefly within the scope of the plate glass furnaces. Splendid as this invention appears, it may greatly injure the plate glass industry in the Bavarian city of Fuerth, as it would be impossible for the glass blower to compete with a simple and cheap process of drawing out the glass mechanically.

DIFFICULTIES OF PAINTING ZINC.

A writer in Popular Mechanics recently explained his method of overcoming the difficulty in making paint adhere to zinc, his desire being to make zinc be the support of a slate surface, and painting the surface with a paint composed of shellac in alcohol containing a solution of pumice stone and lamp black. The method employed was as follows :

"A portion of the 'paint' was diluted with alcohol and the surface of the zinc well sand-papered while thoroughly wet with the solution, the intention being not to allow any of the surface to come in contact with the air during or after the operation of sand-papering. The paint was thick enough to cover thoroughly as it dried. When every part had been gone over thoroughly, a number of coats were added, in order that the low places might be filled up and the surface ground with pumice stone. Time has proved the success of this experiment. Many years have gone by, but the coating holds perfectly, and the matter is now brought forward with the hope that the suggestion may have useful application in ordinary painting. The theory on which this experiment was based is that zinc oxidizes instantly whenever a fresh surface is exposed to the air. This oxide is so white and thin that it is not visible. Nevertheless, it is present, and forms an unstable attachment for the paint as commonly applied, thus preventing the same from coming in absolute contact with the metal itself. The sand-papering operation, under the cover of the wet paint, produces a different condition of things."

Here is an altogether practical suggestion for the office man who is keen on self-improvement : See how long you can go without confessing that you forgot and without falling down on a promise. Keep a record for a year.

REMINISCENCES BY AN OLD 'UN.

"When I think of the times when I was running a hardware store back in '67 it seems to me that the hardwareman nowadays is slipping up on a little line of goods that probably he does not handle to any extent. If he only realized its almost universal use he would not lose any time before stocking a good supply," said a man of long experience in the hardware and paint trade the other day, when speaking of lye as a universal cleaner.

"Lye, unadulterated, the kind that 'eats dirt,' is the kind I used to handle in my hardware days. I sold it to farmers for spraying trees and for a general cleaner about the farm, and to the housewife for an all-round cleaner about the house. It removes old paint from floors, woodwork, etc., cleans sinks, baths, iron and brass work of all kinds, and it also makes soap. I went into a hardware store the other day for a can of lye and was informed that they did not handle it. Now, my experience in the hardware business has been considerable and I feel that a good lye as a cleaner has a universal call. It is a cleaner everybody wants and consequently the wide-awake hardware merchant of to-day will find, as I did, that it is a profitable line to handle."



What Should a Good Paint Be?

One season handling Hollywood brand will convince you that it is what it should be—

Good Paint to Cover
Good Paint to Wear
Good Paint to Sell

What more do you want ? Hollywood Paste, Ready-Mixed and Floor Paints wear on the job, not off.

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA

WINNPEG, Man., care of Mason & Hickey
VANCOUVER, B.C., care of Durand Merchandise Company

IVORINE BLACK ENAMEL A very durable and elastic black enamel for fenders, fire fronts, grates, blowers, screens, mantels, refrigerators, sewing machines, and anything requiring a quick-drying, jet black, brilliant varnish gloss finish.

IVORINE BLACK ENAMEL is invaluable for preserving from rust and decay, stove pipes, oil or gas stoves, water pipes, buckets, or any article which has a surface of either wood or metal, desirable to protect from destructive influences.

Don't you think you could sell this enamel? Try it and see.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

YOU'LL HAVE TO HURRY!

Now that the **Paint Season** is again upon you, it behooves you to make up your mind on the lines you are going to carry.

Housekeepers will soon be asking you for the paints they will need in the annual housecleaning. If you have been supplying them with the old fashioned floor paints, it is time for you to

Turn Over a New Leaf

We have the goods that will build your reputation. They dry quickly, and leave a hard, glossy finish, which neither sticks, rubs off, nor cracks. You take no chances, for we positively guarantee these qualities.

They are just what your customers want, and we have them in all the popular colors. We are talking about

Jamieson's Floor Enamels

MADE ONLY BY

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St. MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Hardware Dealers and Glass Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND

OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship**. If **sparks** of **fine quality**, set by **experts**, are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent

GODFREY S. PELTON

388 ST. PAUL ST., MONTREAL

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns. Also **Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons**, etc., etc., etc.

Canadian Agent, J. B. GIBSONE, P.O. Box No. 478, MONTREAL

Brandram's B. B. Genuine White Lead

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

has long been known as the best white lead the world produces. It is unequalled for

WHITENESS, FINENESS AND BODY

and will cover more surface than any other white lead made. It is the only white lead used in

"ANCHOR"

or

"ENGLISH" LIQUID PAINTS

making them the leaders on the market.

Manufactured by

HENDERSON & POTTS, Limited

HALIFAX and ST. JOHN

HENDERSON & POTTS CO., LIMITED

MONTREAL and WINNIPEG

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 13, 1906.

Except for a drop in the price of turpentine, there is little worthy of note in the state of trade this week. The price change referred to is but the usual falling off at this time of year. The advance of the season has brought the harvest of the crop in the southern pine belt, and the presence of the new turpentine on the market has naturally forced prices down.

Trade generally continues remarkably brisk, even after an active Winter, during which bookings for some time in advance were quite heavy. Prices are all firm. In the case of red lead, litharge, orange mineral, and kindred pigments, easier prices are reported from the base of supplies, but Canadian quotations have not been affected thereby.

LINSEED OIL—We quote: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c., f.o.b. Montreal, net 30 days.

TURPENTINE—The harvesting of the new crop has caused a drop of 3c., and we now quote: Single barrel, 95c. per gallon; two barrels or over, 94c.; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

GROUND WHITE LEAD—We give prices as follows: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC — We quote as follows: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil)— We quote: Pure, 8c. to 9c.; No. 1, 6 1-2c. to 7 1-2c.; No. 2, 5 1-4c. to 6 1-4c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7 1-4c.; 100-lb. kegs, 7 1-2c.; smaller quantities, 8 1-2c.

RED LEAD—Prices are firmly held as follows: Genuine red lead in casks, $5.75; in 100-lb. kegs, $6.00; in less quantities at the rate of $6.75 per 100 lbs.; No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

GUM SHELLAC—We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH—We quote: $2.50 to $2.60; pure orange, $2.40 to $2.50; No. 1 orange, $2.35 to $2.45.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The market is firm at following prices: Firsts in cases 8 1-2c., is barrels 8c.; seconds, in cases 8c., in barrels, 7 1-2c.

REFINED PETROLEUM—We quote as follows: American water white, 17c.; Canadian prime white, 15 1-2c.; astral, 20c., ex warehouse.

PARIS GREEN—New prices have not yet been issued and meanwhile quotations can only be obtained from the dealers direct.

GASOLINE—Price has risen of late, and ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at the advanced price of 24c. in bbls.

WINDOW GLASS—The most recent advices from glass manufacturers in the Charleroi districts, are to the effect that the committee of the manufacturers' syndicate have laid down a bill providing for a restriction of output, and it is believed that this bill will be carried. If so, the production will be reduced about 25 per cent., in which case higher prices would immediately result. Meanwhile, we are quoting the following: First break, 50 feet, $2.10; second break, $2.20; first break, 100 feet, $4.00; second break, $4.20; third break, 100 feet, $4.75; fourth break, 100 feet, $5.00; fifth break, 100 feet, $5.25; sixth break, 100 feet, $5.75; seventh break, 100 feet, $6.25; eighth break, 100 feet, $6.50. Diamond star, first break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second do., $4.80; third do., $5.75; fourth do., $6.50; fifth do., $7.50; sixth do., $8.00, and seventh do., $9.00. Double thick, first break, 50 feet, $3.45; second break, $3.75; first break, 100 feet, $6.75; second do., $7.25; third do., $8.75; fourth do., $10; fifth do., $11.50; sixth do., $12.50; seventh do., $14; eighth do., $16.50; ninth do., $18; tenth do., $20; eleventh do., $24.00; and twelfth do., $28.50.

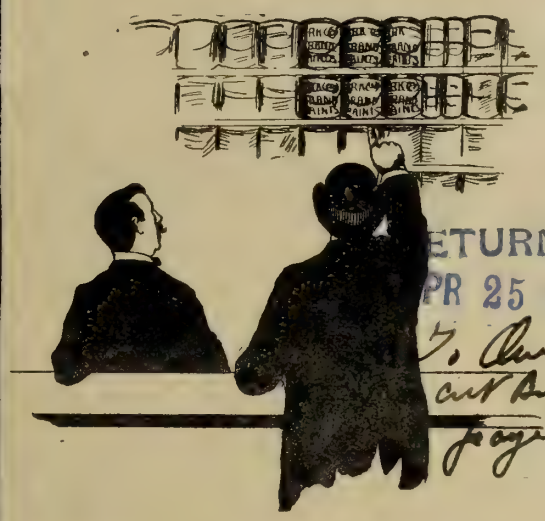
TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 13, 1906.

Linseed oil has made an advance of one cent during the week. The Argentine crop of seed which reached England in March was not as heavy as formerly, and as at this season of the year the oil supply is largely dependent upon the South American crop, the increased prices have been the result. The demand, too, is increasing, and reports would indicate that a further increase is not improbable in the near future.

Turpentine is still weaker and shows a decline of two cents this week. Reports from the south now indicate that

That's the Paint I Want



ARK BRAND

No other will do. I have tried them all and I prefer **Ark Brand** because :

1. **It is the most economical.**
2. **It lasts the longest.**
3. **It never cracks.**
4. **It can be used for inside or outside use.**
5. **It is reasonable in price.**

Ark Brand Paint is the People's Paint. The people buy it generously.

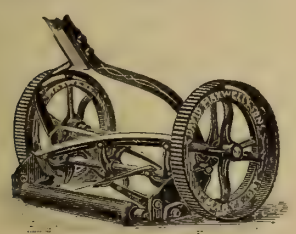
Remember : **Muresco** enjoys great popularity and gives highest results. STOCK UP !

THE **FRANCIS-FROST Co.** LIMITED
TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

MAXWELL LAWN MOWERS

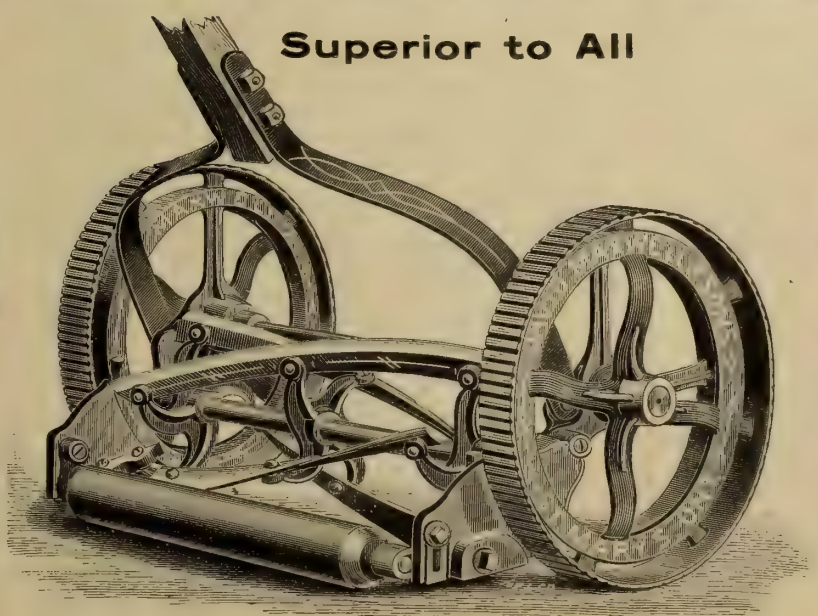
Maxwell High Wheel



10½ inch. 4 knives; from 12 to 20 inch; made with ordinary or patent BALL BEARINGS.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality
WRITE US DIRECT

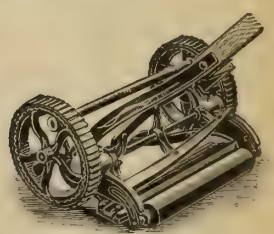
Superior to All



MAXWELL "GIANT" LAWN MOWER

11½ in wheel. Specially suited for BOWLING GREENS and LARGE LAWNS. Patent Maxwell Ball Bearing. 5 knives.
Made only in 21, 23 and 25 in. sizes.

Maxwell Low Wheel



8 inch. 3 or 4 knives; made from 12 to 18 inch. Quality and weight considered, no other cheap mower approaches it for value.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality
WRITE US DIRECT

DAVID MAXWELL & SONS, ST. MARYS, Ontario, Canada

SPECIAL

We take pleasure in introducing to you our new

"VERONICA" GREEN

This Green is made solely by ourselves, from the essential chemicals in our own Color Works in Montreal.

The

"VERONICA"

is a soft rich green of great covering power. It is very durable and manufactured especially for Window Blinds, Shutters, Verandahs, Screen Doors, Engines, Agricultural Implements and all kinds of wood and metal work, and for all purposes where a green paint is indicated.

The

"VERONICA" GREEN

is manufactured only by THE CANADA PAINT COMPANY, LIMITED, of Montreal, Toronto and Winnipeg.

"VERONICA"

is Copyrighted as a Trade Mark with the Department at Ottawa, Canada.

The

"VERONICA" GREEN

is made in four shades, viz.:—Light, Middle, Deep and Extra Deep. Insist upon the

"VERONICA"

as the undoubted superiority of this Green will probably lead to disappointing imitations.

For prices follow the prices of EVERGREEN in our 1906 Catalogue.

The

"VERONICA"

is put up as follows :—

In Dry Form, 6-lb. and 10-lb. Tins, 100-lb. Kegs and 600-lb. Barrels.

In Paste Form, 1-lb., 2-lb. and 5-lb. Tins, 12½-lb. and 25-lb. Irons.

THE CANADA PAINT COMPANY Limited

the coming run will be larger than anticipated.

Other prices remain stationary. White lead is still the same, scarce and firm in price. No change has been experienced in the Paris green situation.

Glass is being cut considerably owing to the selling of salvage glass, and prices are somewhat demoralized.

WHITE LEAD—Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 560 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1, in casks of 500 lbs., $5.50, ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c., in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1.00 per 100 pounds.

WHITING—60c. to 65c. per 100 lbs., Gilders' whiting, 75c.

PARIS GREEN—Prices have been withdrawn owing to recent advances.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange), $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE — Single barrel lots, 96c. to $1 f.o.b. point of shipment, net 30 days. For less quantities than barrels, $1.05 per gallon will be charged.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels $1.80; pure linseed oil, $2.00 to $2.10; bulk in 800-lb. casks, $1.50; pure, $1.95 to $2.00; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.00.

CASTOR OIL—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

REFINED PETROLEUM — Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM—Prices continue unchanged. We quote: Canadian, $1.36; Pennsylvania, $1.61; Ohio, 94c.

Sharpening stones sell well if properly displayed.

PAINT PRICES ADVANCE.

The Sherwin-Williams Company announce that owing to the increased cost of important raw materials and other items entering into the manufacture of high-grade paints, they have been compelled to make an advance of 5 cents per gallon on both S.W.P. and Porch Floor Paint. This is the second advance of 5 cents, the former having been made in November last. Prices of S.W.P. are now as follows : Quarter gallons, $1.45; half gallons, $1.40 ; and one gallon cans, $1.35.

HIGHER PRICES FOR GOLD LEAF.

Painters and decorators doing high-class work will probably find themselves called upon, in the near future, to give higher prices for at least one article which is in constant use.

Advices have reached this country stating that a strike is threatened among the gold leaf workers of Europe. Should this actually occur, and there seems every probability of it at present, the output will be restricted, even if it does not entirely cease for a time. This reduction of the supply will, of course, enhance the value of gold leaf, and higher prices are almost assured.

TO PREVENT LEAD POISONING.

As the result of extensive experiments with lead-workers at Charlottenburg, especially those exposed to lead-dust, which is particularly dangerous, Prof. Grawitz has made what appears to be a most valuable discovery in the way of checking incipient poisoning. He finds that some time before the usual symptoms of lead poisoning begin to appear its presence may be detected in the blood by the occurrence of depositions in the red blood corpuscles, that can be plainly seen under the microscope. He therefore proposes that all lead-workers more particularly exposed to danger should have their blood examined periodically, and those found to possess the preliminary symptoms mentioned above should be transferred from indoor work to the less dangerous outdoor tasks of the factory, either temporarily or altogether. This measure, coupled with suitable treatment, will rehabilitate the sufferer without allowing the malady to proceed to actual poisoning. The examination takes only a few minutes, and will in many cases avert the dangerous consequences of chronic lead poisoning.—Farben Zeitung.

A USEFUL SOUVENIR.

The International Gas Appliance Co. have gotten out a very neat and useful souvenir in the form of a thermometer and barometer combined. The International Gas Appliance Co. have promised to send one of these to any reader of Hardware and Metal writing to the head office of the firm at Toronto on his own paper.

A paint window display would be timely now.

* * *

Profit by experiences of last year when you book your orders for this season.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Gas Engine Supplies.

The use of gasoline engines has grown in the past two or three years at a very rapid rate, chiefly in connection with automobiles and launches, but also to a large extent in all commercial enterprises requiring an engine of moderate power, such as machine repair shops, laundries, bakeries, etc., and especially so on the farm where it has proved its general efficiency and economy in grinding, chopping, pumping, etc. This has created such a demand for accessories and parts that the Canada Cycle & Motor Company, with their usual enterprise, have added an automobile and gas engine accessories department. It is their intention to make this department headquarters for these lines, and they will carry in stock a full assortment of all the latest and most up-to-date accessories for automobiles and gas engines.

Being pioneers in the automobile industry in Canada, their experience should enable them to know exactly what to handle in these lines, both as regards assortment and quality. In the past a good deal of trouble and delay has occurred in procuring parts or replacements, as in the majority of cases the consumer had to get some from the manufacturer, and the fact that the Canada Cycle & Motor Company will have on hand a complete stock of the latest French, American and Canadian accessories will be much appreciated.

They have just issued a handsome automobile and gas engine accessories catalogue, a copy of which will be mailed to the trade on application.

Turner's Tents.

Summer will soon be here—the time for tents, flags, awnings, etc.—a full range of which are shown in the catalogue of J. J. Turner & Sons, of Peterborough. While these goods are intended to protect one from the sun's rays, there is certainly nothing "shady" about them, as can be seen from a perusal of their booklet, which will be sent upon request.

Builders' Hardware.

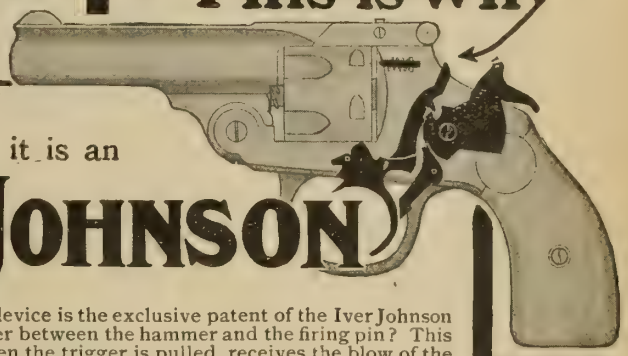
Amiot, Lecours & Lariviere, of 10 Craig street west, Montreal, make a specialty of builders' hardware and contractor's supplies, which, together with plumbing supplies are described in their catalogue, which will be sent to dealers on request.

Taylor-Forbes Lawn Mowers.

The Taylor-Forbes Co. invite dealers to ask for a copy of their lawn mower catalogue. The grass will soon require cutting now and those whose stocks are not in shape would do well to write to this company's head office at Guelph for a copy.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Price: Hammer, $5.00; Hammerless, $6.00

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

Don't Be Left Out!

You are one of the few who have failed to seize the rifle opportunity.

How long are you going to be on the "outside?"

THE HAMILTON RIFLE

is a model of construction, the specially-rolled steel giving the maximum amount of strength, with the minimum amount of weight.

Every part of these rifles is designed to do its particular work in the best possible manner and everything which would tend to a complicated mechanism is avoided.

All ***Hamilton Rifles*** are ***guaranteed***.

Model No. 15 sells at **$2.00**, **No. 19** at **$2.50** and **No. 23** at **$3.50**

Your Jobber is the man to see.

The Hamilton Rifle Co.

DEPT. 71. **PLYMOUTH, Mich.**

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

J. M. Poirier will start a carding mill at Waterloo.

The Western Bay Company will erect a factory at Calgary.

The Ideal Bedding Co. will increase their factory capacity in Winnipeg.

The McGill Chair Co., of Cornwall, will build a new factory 150x60 feet.

J. M. Diver will shortly commence work on a match factory in Sarnia.

The capacity of the McDonald box factory at Peterboro will be increased.

The Miramichi Lumber Co. will build mills at Chatham, at a cost of about $50,000.

The Canadian Machinery Agency offers for sale a planing mill plant at St. Cunegonde, Que.

The mayor of Medicine Hat offers special inducements to manufacturers to locate there.

The Great West Saddlery Company, Winnipeg, will build a factory and warehouse at Saskatoon.

The Sharples Separator Company will erect a factory in Toronto for the manufacture of cream separators.

The Sawyer-Massey Co. will erect a large warehouse in Hamilton, and the Norton Mfg. Co. will increase their buildings.

Ross-Harris Company, Montreal, have secured a contract to build 50 miles of C.P.R. road from Parry Sound to Byng Inlet.

Kenora, Ont., asks for tenders for construction of a water power development. Tenders will be received up to the 16th inst.

A large flow of natural gas has been struck south of Hamilton, on the route of the Hamilton, Caledonia & Lake Erie Railway.

The Ottawa Dairy Co. are installing a plant for the manufacture of skim milk into powder, which is used for many purposes.

The Hamilton Power Company will spend a quarter of a million dollars in increasing its plants at Northfield and Departure Bay, B.C.

A. E. Williams and Crown Attorney Hart, of Vancouver, are at the head of a company who will build and operate a million dollar pulp mill.

C. M. Hays, Sir Thomas Shaughnessy, E. H. Fitzhugh, F. H. McGuigan, D. McNicoll, and G. W. Leonard, will seek incorporation as the Toronto Union Station Company, with power to erect a union passenger station at Toronto.

The Brockville Mining Co. is developing the mica mine near Elgin, Ont., and has opened works in Brockville for finishing the product. About twelve people are employed, and the outlook is that the industry will become an extensive one.

BUILDING NOTES.

R. Parsons will build a brick store at Goderich.

D. Barton will build a brick store in Hamilton.

Fort William will build a $30,000 High School.

Hartney, Man., will have a town hall to cost $12,000.

F. Symes, Fort William, will build a $4,500 residence.

G. S. McConnell, Vancouver, is about to build a hotel.

A. E. Walton will erect an apartment house in Toronto.

Dr. Mitchell, Fort William, will build a $5,500 residence.

Hugh Sutherland will erect a $40,000 house at Winnipeg.

The Merchants' Bank will erect a building in Brandon.

Joseph Whitely will erect a store building at Goderich.

D. W. Macdonald, of Edmonton, will build a $4,000 block.

E. F. Hutchings will erect a $30,000 residence in Winnipeg.

Vancouver building permits in March amounted to $350,000.

Alex. Ballantyne will erect a $4,000 residence at Brantford.

W. H. Green, of Wingham, Ont., will build a block of stores.

Moody & Co. will build a three-storey hotel at Calgary.

F. Prunty, of Kearney, Ont., asks for tenders for a new hotel.

Lochalsh (Ont.) Presbyterians ask for tenders for a brick church.

The Northern Bank will erect a $10,000 building at Qu' Appelle.

A. J. Timbers will build a hotel in Fort William to cost $25,000.

The Winnipeg Rowing Club will build a club house to cost $15,000.

H. J. Tharle will build a $6,000 tenement house at Fort William.

J. P. Oullette, Quebec, will erect a brick building to cost $10,500.

An addition 60x35 feet will be made to the Albion Hotel, Battleford.

Fort William will erect an electric light sub-station to cost $10,000.

Thos. Cozzolino, of Sydney, C.B., will erect a new tenement block.

A new building for the Royal Bank will be erected at St. John, N.B.

R. Fraser, Westville, N.S., asks for tenders for a Presbyterian church.

Mr. Halton, of Fort William, will build a $20,000 hotel at Westport.

Renfrew, Ont., contemplates a $10,000 addition to its Collegiate Institute.

The Hudson's Bay Co. are building a 50x51 addition to their Calgary store.

S. F. Flatt will build an apartment house at Fort William, to cost $12,000.

W. J. Ireland, architect, Stratford, asks for tenders for a Presbyterian church.

Honeyman & Curtis, Vancouver, ask for tenders for a new Presbyterian church.

The Talbot street Baptists of London will build a new church, to cost about $50,000.

L. L. Peltier will erect a $10,000 store and dwelling building at Fort William.

A new hotel, called the Alexandria, to cost $40,000, will be erected at New Liskeard.

The Montreal Terminal Cartage Company will build a warehouse to cost $137,000.

The Standard Bank will build a $3,000 branch at Yonge and Charles streets, Toronto.

The Western Bag Co. has taken out a permit for a building to be erected in Winnipeg.

The British Columbia Market Company will build a new abattoir near Eburne, B.C.

B. Aylesworth asks for tenders for improvements to the Algoma Hotel, Port Arthur.

York & Secord are arranging to build a $60,000 addition to the Windsor Hotel at Edmonton.

E. E. Blackmore, architect, of Vancouver, asks for tenders for the erection of a hotel.

The Grand Trunk will erect a $1,000,000 hotel at Ottawa. Plans are already drawn up.

The contract for the Pulford block, Winnipeg, has been let to Davidson Bros. for $30,000.

The Barrie School Board are asking for tenders for all work on a new schoolhouse at Allandale.

The Canadian Bank of Commerce will erect new buildings in Winnipeg, Carman and Treherne.

John Morley, of Sydney, C.B., will build the new convent of the Holy Angels, at Sydney.

Mrs. P. P. Martin will erect a three-story building on St. Denis street, Montreal, to cost $12,000.

H. W. Newton, secretary of Selkirk, Man., school board, asks for tenders for a brick school-house.

Jameson Avenue Collegiate, Toronto, will be extended and altered to the extent of about $30,000.

Ratepayers of Saskatoon will be asked to vote on a by-law to raise $12,000 for a school addition.

Snyder Bros., Winnipeg, have the contract for Regina's new post office, which will cost $200,000.

The Hudson's Bay Company, of Winnipeg, ask for tenders for a brick boilerhouse and chimney.

A large addition will be made to the Mariaggi Hotel at Port Arthur, which will have a new elevator.

A $10,000 hotel will be erected at Long Branch, Toronto, on property purchased by Samuel Wright.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

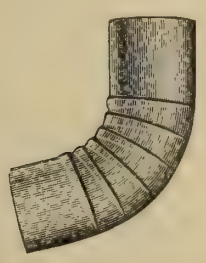
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



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FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

Start Right

Now is the time, with stock-taking over, to make your plans for a record-breaking season's trade for 1906.

You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

Better Write To-day.

Pease Foundry Co., Limited
TORONTO

Pease-Waldon Co., Limited
WINNIPEG

F. H. Herbert, architect, has prepared plans for a garage 98x77 feet, near Spadina crescent, Toronto.

Wolseley, Sask., will submit a bylaw to raise $20,000 to erect a fire and town hall, and buy fire-fighting apparatus.

A $10,000 Baptist church, a $2,000 tailor shop and a $5,000 store building are to be erected at Gainsboro, Sask.

J. H. Tremblay, Winnipeg, has the contract for building the new St. Boniface fire and police station, for $8,000.

The Young Women's Christian Association has approved of plans for a building in Winnipeg to cost $60,000.

The Canadian Northern will commence work in a few days on dock extensions and warehouses at Port Arthur.

Winnipeg has placed an order for 25,000 barrels of cement with the International Portland Cement Co., of Hull, Que.

Listowel, Ont., is to have a new curling rink. W. Climie is secretary of the organization which has the matter in hand.

A See house for the Archbishop of Rupert's Land will be built at Winnipeg. Darling, Pearson & Over, architects.

J. D. Irvine, manager of Portage la Prairie branch of the Bank of Montreal, asks for tenders for all work on a residence.

The Y.M.C.A. building plans for Calgary have been accepted. The building will be three storeys high, 60 by 120 feet, of brick.

Four new elevators will be built in Weyburn this year by the Dominion, Northern, McKinnon and Weyburn Lumber Companies.

Four hotels will be erected in Edmonton this year by the Mahoney Hotel Co., K. A. McLeod, W. Spurrill and a Minneapolis syndicate.

It is reported that the Empire Elevator Co. has let a contract for a 3,000,000-bushel elevator at Port Arthur, to Barnett & McQueen.

Moose Jaw is to have another new hotel to cost $50,000. It will be erected by George Perry and will be 75 by 125 feet, three storeys high.

The Dominion Government will erect a ten-story building on Front street, Toronto, next to the Customs House, to be used as a receiving warehouse.

R. N. F. McFarlane, of Kingston, has been awarded the contract for repairing and enlarging the Kingston asylum, which was damaged by fire. Amount of contract $7,593.

It is estimated that the consumption of Portland cement in 1905 was approximately 1,346,548 barrels of home product and 718,275 barrels of imported, or a total of 2,004,823 barrels.

FLOOR FINISHES

WHY Every Dealer Should Sell Sherwin-Williams *Modern Method* Floor Finishes.

Because our line comprises the best finish we can make for every style floor—old or new.

Because we back our goods up with forceful advertising direct to the consumer, and help the dealer move them from his shelves.

Because our goods when properly used are guaranteed to give satisfaction, and thus help the dealer in his whole trade.

Because the field for the sale of our Floor Finishes is growing greater every year, and is bound to continue until a majority of the people everywhere replace their carpets with finished floors.

Because considerations of cleanliness, neatness, economy and saving of household labor, demand that finished floors take the place of carpets in modern homes.

Because the demand is here, and the dealer has in S-W. Modern Method Floor Finishes the right goods to sell, with profit to himself and satisfaction to his customers.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS

Cleveland, Chicago, New York, Newark, Boston, Kansas City San Francisco, Los Angeles, San Diego, Minneapolis, Portland, Ore., Savannah, Cincinnati, Dallas, Tex., Montreal, Toronto, Winnipeg, London, Eng.





CANADIAN CEMENT MARKET.

In reply to an inquiry from a Michigan cement company, the U.S. Consul at Toronto replied that the importations from the United States are based more on quality than the question of supply. He says:

The importations of cement for the five months ending November 30 were 1,785,000 hundredweight, mostly from the United States. The Canadian article has been selling for $1.60 per barrel of 350 pounds at the mill, with a customary rebate of 10 cents on returned bags. According to the statistics for 1904-5, Canada produced 56,800 barrels of rock cement, valued at $49,400 and 850,400 barrels of Portland cement, valued at $1,198,000. For the same year the importations of both were 2,476,000 hundredweight, valued at $995,017, of which about half came from the United States. The present rate of duty is 12 1-2 cents per 100 pounds.

AMERICAN PRODUCTION OF CEMENT.

The advance in cement in the past 15 years has been little short of marvelous, and new wonders are being produced with it almost daily. In bulletin No. 1, issued by the Association of American Portland Cement Manufacturers, S. B. Newberry tells of the growth of the use of cement from 25,000,000 barrels per year, mostly imported, to 30,000,000 barrels, practically all of American production, in 15 years, as well as how to properly mix cement. It is worthy of careful perusal, for the development of cement possibilities seems to be practically in its infancy, and it is well that all hardware dealers and builders should keep in touch with the latest developments.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (a $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

SITUATION WANTED.

EXPERIENCED, enterprising hardware store and office man seeks responsible position; Ontario or Northwest; inexpensive, highest reference. Ockenden, 122 McGill St., Toronto, [13]

BUSINESS CHANCES.

WRITE for lists and quotations of hardware, motor and cycle accessories, sporting goods, stationery, rubber goods, chemists' sundries, pipes, pouches, etc.; state requirements and lines interested in. G. Bishop, Mary Ann street, Birmingham. (13)

SITUATIONS VACANT.

AGENTS wanted in all parts of Canada to sell a patented article which has met with great success during the last ten years, in Canada and United States; travellers with good connection among the hardware trade would do well to write for full information. Box 511, HARDWARE AND METAL, Toronto.

A SMART, active man wanted for Saskatchewan who understands steam heating and plumbing; must be able to figure the cost of any job; to the right man full charge of this department will be intrusted. Apply Box 515, HARDWARE AND METAL, Toronto. [17]

RETAIL hardwareman wanted for Saskatchewan who has some knowledge of bookkeeping; state age, experience and references. Box 514, HARDWARE AND METAL, Toronto. [17]

HARDWARE buyer wanted; must be thoroughly experienced, up-to-date and capable of systematizing this part of the business. Apply, giving references and stating salary expected, to Ross Bros., Limited, Edmonton, Alberta.

PRACTICAL tinsmith wanted, capable of taking charge of shop; good workman; best wages; steady employment. Write Ross & Matthews, Cannington, Ont. [17]

SIDE LINES

TRAVELLERS calling on hardware trade, who are willing to take up a good side line which has been well advertised, and which is already well and favorably known by the trade, should write at once for full information; the article is patented, each sale means a good sized order on which a liberal commission will be paid; hundreds of these articles have been sold in Canada. Box 512, HARDWARE AND METAL, Toronto. (tf)

TRAVELER WANTED.

WANTED—A traveler for Western Ontario to sell paint; a bright hardware clerk preferred, one who has confidence in his ability to sell goods. Apply, with references, to Box 98, HARDWARE AND METAL, Toronto.

MISCELLANEOUS.

MANUFACTURER to make woven wire stretcher for United States firm. This stretcher is self-locking, locks at every point, weighs complete about 39 lbs.; best, lightest, strongest machine on the market; farmers say it is the most serviceable article ever been on the market; retails at $2.75 each. Box 518, HARDWARE AND METAL, Toronto.

THIS IS THE SHEET METAL AGE

THE GALT ART METAL CO LTD

OUR LINE

Galt "Sure-Grip" Shingles
Quick sellers, quick layers, best roof made.

Galt "Art" Sidings
Galvanized and painted. Very bold, handsome stone and brick effects. Heavy, prominent mortar lines and tuck pointing.

Galt Classik Ceilings
Harmonious designs, interchangeable parts. Easily applied, perfect finish.

Cornices and Skylights
Any design or style; work from architects' details our specialty.

Corrugated Sheets
And all accessories. Straight, true corrugations, all the latest touches in this very popular form of roofing and siding.

We want representatives in every place
Dealers should have our catalogues.

THE GALT ART METAL CO., Limited, Galt, Ont.

TRADE ENQUIRY.

A UNITED STATES firm would like to get in communication with a Canadian firm who would undertake to manufacture their Franklin woven wire stretcher in Canada. Address Box 516, HARDWARE AND METAL, Toronto. [15]

FOR SALE.

BARGAIN—Thirty gallons Ark Brand mixed paint for sale at 80c. per gallon. Box 517, HARDWARE AND METAL, Toronto. [15]

HARDWARE—$5,500—Large town; one opposition. Box 519, HARDWARE AND MDTAL, Toronto.

GOOD hardware, paint, wall-paper and stove business for sale; situated on St. Catherine Street, Montreal, with good advantageous lease; stock clean and up-to-date; golden opportunity for some person desiring to enter this branch of trade; best of references given; present owner going into the mining business. Apply Box I, HARDWARE AND METAL, Montreal. [tf]

Buy the Best.



HERCULES
Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.




Covert Mfg. Co.
Troy, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc.
For sale by Jobbers at Manufacturers' Prices
20 510 280

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO
—Manufacturers of the celebrated—
"Saugeen Brand"
OF PORTLAND CEMENT
Prices on application. Prompt shipments

The Imperial Cement Co., Limited
Makers of the Celebrated Brand
"IMPERIAL" PORTLAND CEMENT
OWEN SOUND, ONT.

USE
"HERCULES" BRAND PORTLAND CEMENT
Manufactured by
THE GREY & BRUCE PORTLAND CEMENT CO.
OWEN SOUND
J. McLAUCHLAN, President.

STREET PAVING and SIDEWALKS a SPECIALTY
SILICA BARYTIC STONE CO.
OF ONTARIO Limited
Head Office:
Ingersoll, Ontario.
Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.
Walter Mills, General Manager
Ask for quotations for Septic Tanks.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
OTTAWA, - - ONTARIO.
Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

BIG WINNIPEG WAREHOUSE

When eastern business men make their first visit to Winnipeg they are prepared for surprises, but there are few who expect to find in the Manitoba capital the largest warehouses in the Dominion. The accompanying cut illustrates the fourth and last warehouse recently constructed by the Miller-Morse Hardware Co., Ltd. This building, which is probably the largest mercantile warehouse in any line of business in Canada, is of mill construction throughout and has been built upon the most modern principles; the foundation and walls are unusually heavy, and four additional stories may be added when business requirements justify the expense.

The main building has a frontage of 84 feet and a depth of 200 feet; there are five stories and a basement, the building being designed to facilitate the economical handling of the business. The annex in the rear, which is used as an iron house, is 66 x 84 feet in dimensions.

On the railway side of the building there are six doors through which cars may be loaded and unloaded from the double tracks. Twelve cars can be placed on these tracks at any one time. On the opposite side there are six doors to receive and send out local shipments, and these arrangements give the firm exceptional facilities for the quick despatch of business.

As stated above, this is the fourth warehouse constructed by the Miller-Morse firm. Hyman Miller and the late F. W. Morse commenced a retail business in Winnipeg in the old "boom" days of 1882, and in spite of the hard times that followed they steadily built up their business. In 1887 they changed their business from retail to wholesale and built their first warehouse on Princess street. This marked the first step in the development of the present immense jobbing trade which this firm controls.

Five years later the demands of a growing business made further extension necessary, and the warehouse then in use was duplicated by another immediately adjoining it, thus doubling the available floor space and storage capacity. In 1896 a third warehouse of the same size was built, affording evidence of steady growth.

Finally, in 1904 Miller, Morse & Co. commenced the construction of their present premises into which they moved in 1905. Simultaneously with the occupation of the new building, Miller, Morse & Co. were incorporated as the Miller-Morse Hardware Co., Limited, under which name they now carry on their business.

Most of the lectures delivered by women are to a one-man audience.



THE BIG MILLER-MORSE WAREHOUSE AT WINNIPEG.

STEEL SQUARES.

A new line of rules and squares has appeared among the hardware jobbers. One article is a square 12 inches long with a seven inch tongue, both blade and tongue being one inch wide. It is of steel with machined edges, polished surface, nickel plated over copper. A scale made in the same way is one inch wide, and either six or 12 inches long. The square retails at 15c., and the scale at 10c.

We Know our Business

Which is to make the best on the market in

TARRED FELT, ROOFING PITCH, COAL TAR

If you Know your Business

You'll try our "DOMINION BRAND"

LOCKERBY & McCOMB, 65 Shannon St., Montreal

REGISTERED TRADE MARK
BRANTFORD ROOFING CO. LIMITED
BRANTFORD, CANADA

BRANTFORD "ASPHALT" and "RUBBER" ROOFING

ARE ALWAYS KNOWN UNDER ABOVE "TRADE MARK"

DURABLE — CHEAP — EASY TO LAY

SAMPLES AND PRICES FREE

Use Signs and get the Business.

The merchant stands in his own light who does not put up signs and plenty of them.

They are an exceedingly fine method of convincing a skeptical public that you are on hand for business.

Write for our folder "WHY SIGNS PAY"

THE MARTEL-STEWART CO.

MONTREAL, CANADA

Hardware Dealers!

PLIERS, PINCERS, SNIPS, FOLDING RULES, Etc.

SEND FOR CATALOGUE.

McLEAN & SOPHUS, 301 St. James Street, MONTREAL

Wholesale Importers

Take Testimony From Your Own Eyes.

You do not have to take our word solely regarding the merits of the

Metallic Ash-Sifter

We will send you a Sifter to examine and then you can get concrete testimony.

You send us in your name and address and the Booklet and Sifter will be sent you.

Now is a good time to write.

C. M. CUTTS & CO.

Sole Makers, - - - TORONTO JUNCTION, ONT.

Established 1795.

JOHN SHAW & SONS

Wolverhampton, Limited

Branches at London, Calcutta, Melbourne, Valparaiso, Havana, Transvaal Colony, Etc., British Columbia.

GENERAL HARDWARE AND METAL MERCHANTS

COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

J. H. ROPER, Representative, - 82 St. Francois Xavier St., MONTREAL



The Standard Ideal Sanitary Co. Limited

MANUFACTURERS OF

Porcelain Enamel Bath Tubs Lavatories Sinks Slop Hoppers

"MADE IN CANADA."

Write us at once if you want to secure

A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs, Sinks, Urinals, Latrines, Etc.**

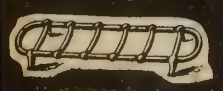
Now ready for distribution and will be mailed on application.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

Head Office and Factory:
Port Hope, Ont.

Sales Office:
50 Colborne St., Toronto.







MANUFACTURERS OF HIGH-GRADE

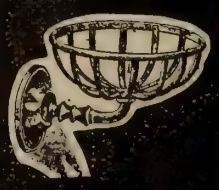
PLUMBING GOODS

AND LAVATORY FIXTURES

Towel Bars
Soap Dishes
Tumbler Holders
Sponge Holders
Bath Seats, Etc.

We also Manufacture a Complete Line of
Engineers' and Steam Fitters' Supplies
And Marine Brass Work



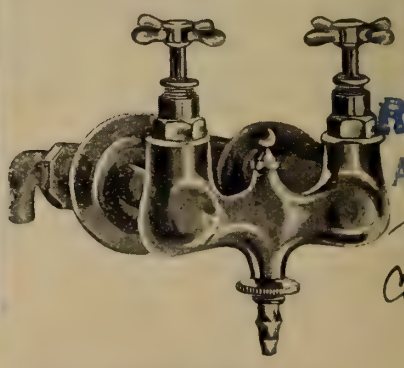


The James Morrison Brass Mfg. Co., Limited
89-97 West Adelaide St. TORONTO

"SPECIAL"

This Shower is made with heavy 1-inch Brass Tubing and extra heavy fittings throughout, heavily Nickel-Plated and highly polished. Complete with Rubber Curtain, connections, etc.

SPECIAL NET PRICE, $14.00



J.M.T. Cushion Double Bath Cock

Looks better and lasts longer than the ordinary kind.

RETURNED APR 16 1906

RETURNED APR 16 1906
To Owners Cut Book 48 Page 75

PLUMBING AND STEAMFITTING

PLAIN TALKS ON PLUMBING, HEATING AND VENTILATION

A Series of Practical Articles Written in Plain Terms, Devoid of Technical Phrases, Algebraical Signs, etc., so as to be Easily Understood by all Interested in these Subjects.

By M. J. Quinn, Mechanical Superintendent for the Ontario Government.
[Registered in accordance with the Copyright Act]

Article XXIX.

STEAM HEATING.

The general principles of the various methods of steam heating having been dealt with in several preceding articles, it is perhaps well that we should touch upon some of the specialties or smaller

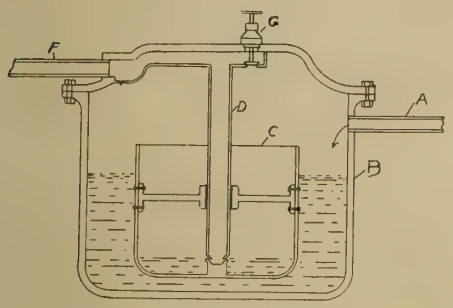


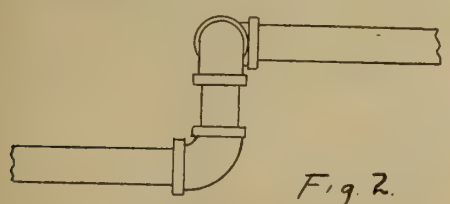
Fig. 1

details which go to make up a complete plant.

In a previous article it was shown how the condensation from radiators supplied with steam from a high pressure boiler could be returned to the boiler by means of a pump automatically controlled by a governor, or, if it is desired, the governor may be omitted and the condensation allowed to run into a tank provided with a proper overflow to the drain, and from this tank it may be pumped by a manually started steam pump, and so returned to the boiler.

There are, however, a great many instances where it is impossible to return condensation by gravity to the boiler, and where the steam pressure is not sufficient to operate a pump, so that some other arrangement must be made in order that the requirements of the situation may be properly satisfied.

As an example of such a case let us take a room, or a whole flat, situated


Fig. 2.

on the same level as the boilers, or even on a lower level, and it is desired to heat this room, or flat, with radiators placed on the floor at various points.

It will be quite clear that if the flow from the top and the return from the bottom of the boiler is connected to the radiators, that the latter will at once fill up with water, and will remain filled, so that such a connection would not answer, but instead we must have an arrangement which will permit the entry of the necessary steam, and allow the escape of the condensation, but prevent the escape of steam, and such an arrangement includes the ordinary steam connection from the boiler to one side of the radiator, and what is known as a "trap" to the other side.

The function of a "trap" is to open every time there is a small accumulation of condensation, and allow the latter to escape to the sewer or tank provided for the purpose, and to close again before any steam escapes, so that the heater never contains enough condensation to interfere with its proper operation.

There are many forms of traps, working on almost as many different principles, but the one shown in the illustration (Figure 1) will serve to indicate

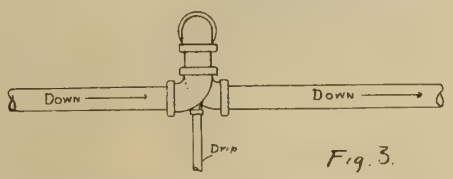


Fig. 3.

the general method of operation.

In this trap (A) represents the return pipe from the radiators through which the condensation flows into the receiver (B), and the bucket (C) being almost empty, is compelled to float and close the lower opening of pipe (D).

When the water rises to the top of the bucket (C) it overflows into and fills the latter, compelling it to sink, thereby opening the passage into pipe (D), and the pressure of the steam drives the water in the bucket out through pipe (F) to the drain or tank.

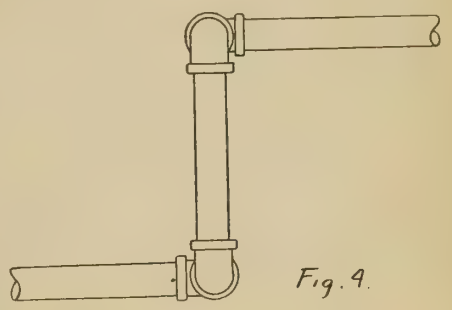
As soon as bucket (C) is empty it rises again, closing pipe (D), and prevents the escape of steam.

Should the trap stick or fail to work by reason of the presence of air or for any other cause, by-pass (G) may be opened to permit the escape of air or water until the trap works properly.

Other forms of steam traps are operated altogether by expansion, and as a rule work well, and they may be described in a future article.

While touching upon the question of the details of a heating plant we might make a reference to the necessary provision which, especially where long mains are used, must be made for the expansion of the piping, due to the raising of the temperature.

There are several forms of expansion joints and nearly all of them have their defects as well as their merits, but the kind most generally used, where suitable provision for expansion cannot be made in the piping by the use of additional


Fig. 4.

fittings, is one in which one sleeve slips backward or forward in another, like a telescope, and the joint between the two is made with asbestos packing held in place by a gland.

We noticed in a recent issue of a prominent trade journal, a query from a steamfitter asking how expansion of a long steam main could be provided for with fittings, and in reply the editor said that the combination of three elbows as shown in figure 2 would provide the necessary expansion by allowing the nipples to swing on their threads, but this, as will be seen at a glance, is impossible with three fittings, for a movement of the main from both ends, due to expansion, can only be provided for where a regular expansion joint is not used by a combination of four fittings, as indicated in figure 3, and a plan view of which is shown in figure 4.

In such a connection provision must be made for the free removal of all condensation by running a "drip" to the return pipe.

The objection to expansion connections of this kind is the frictional resistance of so many elbows, its lack of symmetry, and, in the case of very large mains, the exceedingly great strain exerted before the threads turn.

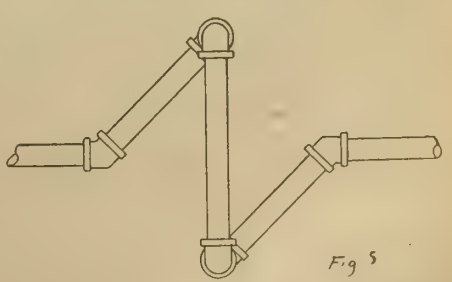
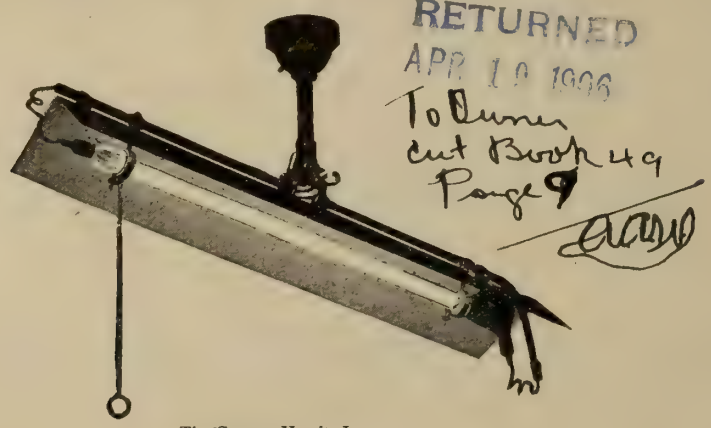

Fig. 5

Figure 5 shows the arrangement used where it is desired to have the main continue in a straight line.

A MERCURY VAPOR LAMP.

A new form of illuminating device has been invented by Peter Cooper Hewitt, of New York, the lamp being illustrated in the accompanying cut and consisting of a vacuum tube varying in length from 20 to 45 inches or more and having a bulb of mercury at one end and a tilting device at the other. In either end there is a metal sealing-in wire, and these wires lead the current to the electrode, one of which is of mercury. The tube is highly exhausted and sealed. The lamp is started by tilting the tube so that the mercury flows from one electrode to the other in a small stream. The metallic mercury momentarily connects the two electrodes, and as the stream breaks, an arc is formed, which increases the vapor pressure. This vapor then becomes luminous, and as there is no escape or consumption of the vapor the lamp will continue to operate so long as the current is passed through it, unless the vacuum is impaired. The glow of the vaporized mercury fills the tube and extends from end to end. The light is diffused, therefore, from every portion of the tube and this gives great extent of luminous surface, which prevents the formation of sharply defined shadows, which are so objectionable a feature of most lamps, particularly those working on the principle of the electric arc. Owing to this peculiarity, the mercury vapor lamp does not throw any dark, heavy shadows.


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The Cooper-Hewitt Lamp

Careful estimates of the relative cost of operation of the mercury vapor lamps as compared with the better known types of electric lamps have been made, with the result that the mercury vapor lamp is found to operate at about half the cost of arc lighting and about one-sixth the cost of incandescent lighting. The Cooper Hewitt lamp requires but one-half of a watt per spherical candle power. A 700 candle-power vapor lamp uses less current than a cluster of four 32 candle-power incandescent lamps.

The light given at close range appears brilliantly white, but viewed from a distance it has a decidedly bluish tinge. This peculiarity is due to the deficiency of the mercury spectrum in the red rays, which causes a distortion in color values. Black and white, when seen under this light, are not changed in appearance. Blue, green and yellow are intensified, while red appears black or dark purple, according to the shade. Owing to its highly diffused character, the light casts no sharply defined shadows, and in this respect it closely resembles daylight. While the peculiar color is not particularly pleasant to many people, it is claimed for it that it has a less injurious effect upon the eyes than any other known artificial illuminant. The absence of sharp shadows and the fact that the light does not come from a single point but rather from a widely distributed area, are two facts which combine to make the lamp especially useful in drafting rooms and for use about machinery. The novel form of the lamp and the great brilliancy and peculiar shade of its light also makes it very effective for advertising purposes, and it is well adapted for the lighting of show windows where color values are not essential.—Commercial America.

A NEW ELECTRIC LIGHT.

In Hardware and Metal of March 24 reference was made to the Moore electric light as shown at the recent electrical show at New York. Through an oversight, however, credit for the explanation of the new light and for the cut showing a large room lighted by it, was not given to the Commercial Museum, of Philadelphia, who publish Commercial America, a monthly journal which pays special attention to new electrical and lighting apparatus.

PIPE-THAWING MACHINES.

A useful machine for thawing frozen surface pipes and mains has recently been invented, it being designed to thaw ice within the pipes by means of a supply of hot water and a pliable block tin pipe is employed for conducting the hot water. The machine consists of a force pump, a gasoline coil heater, built after the fashion of the instantaneous water heater, and a coil of the block tin pipe, the coil being mounted on a reel. The use of a force pump makes it possible to take water from any convenient source, the suction pipe having a strainer at its inlet. The discharge of the pump has an air chamber, as desired in any water pumping machine, and the delivery from the pump is passed through the heater coil and thence through the tin pipe coil. The gasoline for the coal burner is supplied from a tank in the centre of the reel, this arrangement being one of the notable points of compactness about the machine.

Altogether the outfit is not over 28 inches in length and weighs when equipped with 150 feet of 3-1-inch six-ounce block tin pipe, about 125 pounds. The machine is the result of some years' experience on the part of the inventor, who, as the result of having many cases of underground frozen pipes to thaw out, devised crude apparatus for doing the work. This apparatus was designed along the line of the present machine and was a success from the start. He then made improvements in its construction, applied for a patent, and now presents the machine described.

STEAM TRAP.

A new steam trap of unique construction, and simple in operation, is now manufactured in Pittsburg. The condensation is received through a hollow trunnion and passes into a receiver through two ports. While the receiver is filling, the trap rests on an arm, and when full it drops down and the water is discharged through a curved pipe and out through another hollow trunnion. When the trap tips, a ball valve moves off from the port, allowing the water to pass from the discharge pipe into and out through a pipe. When the trap is about to discharge and before it reaches a horizontal position, a ball rolls to the opposite end of its retaining tube and hastens the descent of the receiver and allows it to remain long enough to discharge practically all of its contents.

When the water has been discharged the receiver end becomes the lighter one, and the trap rocks back to its original position, and the ball returns towards the end of the trap. If a sudden gush of water should occur, the trap remains in a discharging position and takes care of the sudden accumulation of water. If the trap is placed slightly above the water line of the boilers it will return the water directly to the boilers.

The trap operates without any wire drawing effect through the ball valve, because the valve is moved entirely off its seat when the trap swings into its discharging position, and any mud, scale or foreign matter which may be in the water is blown through the large discharge opening. At the same time the seat of the ball valve will be cleaned before the trap returns to its filling position. Another advantage of the ball valve is that at successive operations it returns to its seat at a different point on its circumference, hence the wear is uniform and the ball tends to retain its spherical form.

PUBLIC COMFORT STATION.

The public comfort station erected by the city of Toronto, at the corner of Queen street and Spadina avenue, was opened to the public this week, the plumbing contractor, Allan Gibson, having completed his work on the job. The station is built underground beside the street car tracks on this wide but busy corner. It is about ten feet in width and twenty in length, three closets, six urinals and two basins being installed. The interior is well finished in marble, but, being underground, is found to be affected considerably by dampness.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 13, 1906.

The Spring impetus is still being felt by the plumbing trades, and supply houses are consequently in daily receipt of large enquiries for almost every class of goods. The big snow storm in the early part of the week had no effect on this brisk trade.

Prices have not changed during the week and conditions otherwise are same as at our last report.

RANGE BOILERS—Trade is very good for both iron clad and copper. We quote: Iron clad, 30 gallon, $5.00; 40 gallon, $6.50, net list; copper, 30 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—The market is steady, as the numerous fluctuations in pig lead seem always to end up at the high-water mark. We still quote: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Trade in this line is picking up very fast. Prices are steady and are quoted as follows: Discounts on all sizes of nipples, up to 6-inch, 67½ to 70 per cent.

IRON PIPE — The demand is large and price has remained stationary for some time. We quote as follows: Standard pipe in lots of 100 feet, regular lengths, ¼ inch, $5.50; ⅜ inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27.00; 2 inches, $36.00; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12.00; 3-4 inch, $15.00; 1 inch, $22.00; 1 1-4 inches, $30.00;; 1 1-2 inches, $36.00; 2 inches, $50.00. The discount for black pipe is: 71 per cent., and for galvanized 61 per cent.

SOIL PIPE AND FITTINGS—Large shipments are being made from time to time. No change in price is reported. We quote: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and exfra heavy soil pipe, 60 per cent off. Fittings, 60 per cent. off.

SOLDER—The advances recently declared are being steadily held, especially on account of the rising market in tin. Pig lead, the other main constituent, is constantly shifting in price, but no material difference is made in the general outlook by these fluctuations. We still quote: Bar solder, half-and-half, guaranteed, 22¾c. to 23c.; No. 2 (wiping solder) 18c.

ENAMELWARE — Prices remain as follows: Canadian bath tubs, plate E 1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.15, special, $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 13, 1906.

All plumbing and steam supplies continue in active demand. The latter, in connection with steam engine supplies, are particularly brisk just now.

Local plumbing has been quiet for some weeks, despite the opening of Spring, and contracts are taken at a very low margin. There is, however, an improvement noted this week in Toronto, as a lot of houses are ready for plumbing.

Throughout the country all lines are being asked for, and jobbers are rushed to fill orders.

There have been some changes in brass during the week. Compression work is now quoted at 60 per cent. discount off list, and fuller work 70 per cent. off list. All other prices are stationary.

LEAD PIPE—Business continues active in all lines. Prices firm, no change. We quote: Lead pipe, 8c. discount, 20 per cent.

SOIL PIPE AND FITTINGS — An increased volume of trade has been done for some time, with prospects of a continuance of same. Prices remain the same. Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE — The Spring activity in iron pipe keeps up. No further changes in price. We quote: Black, 1 in. pipe, $4.37; galvanized, 1 inch pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — A large quantity of fittings continue to go out. Prices continue same as previous quotations. We quote as follows: Cast iron, elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or kalvanized, 60 per cent., American list.

GALVANIZED IRON RANGE BOILERS—The usual trade is being done in boilers, and, although quiet, business is satisfactory for the season. There are no price changes. Our quotations are as follows: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallons, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11.00; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—The demand continues easy, as is usual this time of year. Prices remain the same. We quote: as follows: Hot water, 47 1-2 per cent.; steam, 50 per cent.; wall radiators, 45 per cent.

SOLDER — Prices are quite firm at present quotations and considerable is being asked for. Bar solder, half-and-half, guaranteed, 23½c., and wiping at 21c.

ENAMELWARE—All lines are in active demand, so much so that there is difficulty at times in filling orders. We quote: Plate El, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

REMOVING OLD PACKING.

To remove old packing from flanged joints is usually easy enough when the pipe can be sprung apart far enough to allow a scraper to work between the two flange faces, but this is often impossible. A correspondent of the Engineer's Review had a pipe running from a head which was anchored solid across the room and running down along a wall. When the flanged connections in this pipe began to leak he drove a cold chisel in at the bottom between the flanges to keep them from springing together and then sawed out the packing with an old hand saw. When he had sawed half way through, the chisel was driven in from the top and the rest of the gasket cleaned out. A new gasket was then inserted and the flange pulled together.

CENTRAL STEAM HEATING.

The central steam heating plant at Terre Haute, Ind., started in the Winter of 1904-1905, was designated to handle ultimately 400,000 square feet of radiation, with an initial installation of 254,000 square feet, says an exchange. Its size may be appreciated when it is stated that the initial installation of street work included some 25,000 feet of street mains, ranging from 4 to 12 inches in size, with the most

distant building on the line 8,000 feet from the central station. The power house equipment consists in part of four water tube boilers, two circulating pumps, each with a capacity of 2,000,000 gallons per day, auxiliary pumps, compressor, condenser, mounted recording instruments, gauges, thermometers and the like. The buildings connected to the system are equipped with automatic regulation, and it is reported that during the first Winter not one of the 60 or more residences supplied with heat varied 2 degrees in temperature, though the outside temperature ranged from 70 degrees above to 23 degrees below zero. It was built for the Citizens' Mutual Heating Company, of that city, under the direction of W. H. Schott, Chicago.

MR. MEREDITH'S NEW JOB.

W. H. Meredith, former provincial secretary of the Master Plumbers' Association, has accepted a position as traveling representative for the Monarch Brass Company, of Port Colborne, and is now calling on the trade in Ontario.

NEW BRASS COMPANY.

A. W. Mann, formerly manager of the Canada Brass & Supply Co., London, is organizing a company to manufacture brass goods and sell plumbing supplies at London.

BOB HARRISON ILL.

R. W. Harrison, steamfitter, Toronto, spent a few days this week at Preston hot springs. For a month past Mr. Harrison has been suffering from the grippe, which has settled itself in his muscles, almost incapacitating him from work. Mr. Harrison is contemplating taking a trip to England this Summer if he does not fully recover soon. He says that at the prices plumbing jobs are being taken in Toronto now a man can make money by taking a holiday.

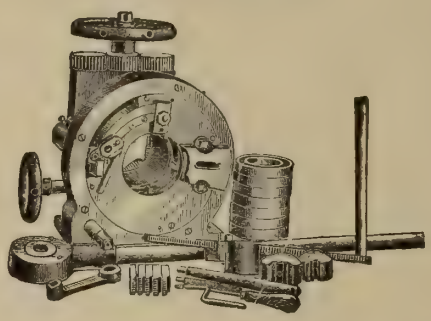
COST OF ILLUMINATION.

In a recent address delivered by President Marks before the Society of Illuminating Engineers he estimated the annual expenditure in the United States for illumination at $200,000,000. Fully one-half of this quantity is expended for electric lighting and this figure is confirmed as being accurate and conservative by recent statistics gathered from independent sources. The next most important illuminant is coal and water gas, representing an expenditure approximately of $35,000,000 per annum. Natural gas is patronized to the extent of $1,700,000; acetylene to the extent of $2,500,000, and oil to the value of $60,000,000.

U.S. Special Agent Crist reports the rapid extension of the Japanese cement factories, which have many advantages of material and labor. He adds that this commodity is one which American manufacturers will reckon and come into competition with, not only throughout the markets of the world, but even in the United States.

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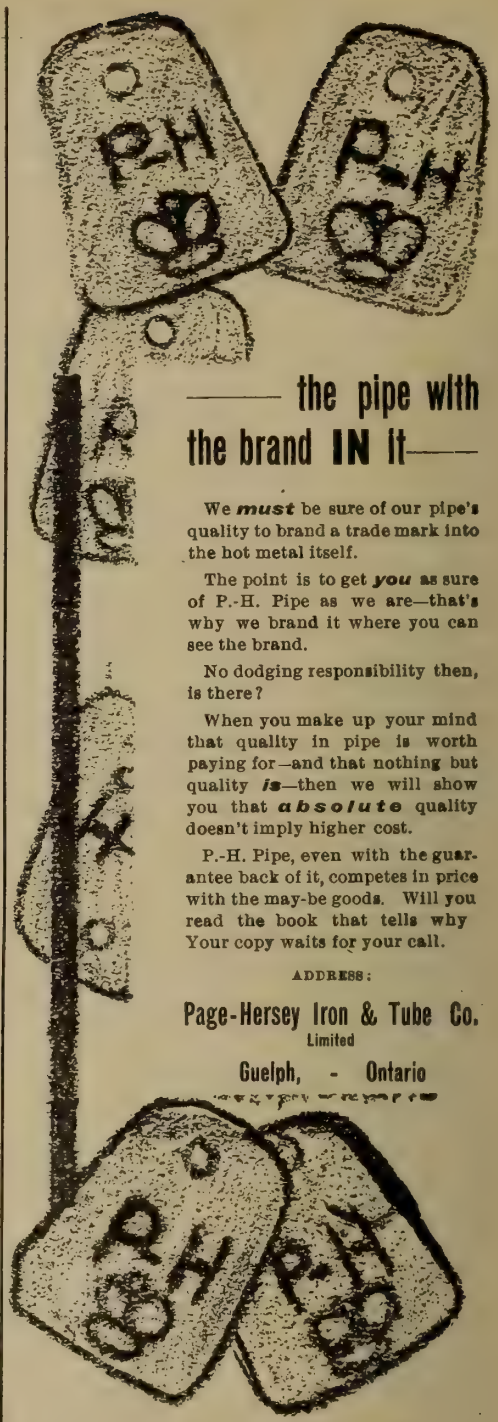
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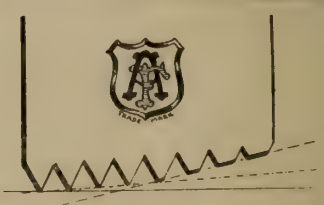
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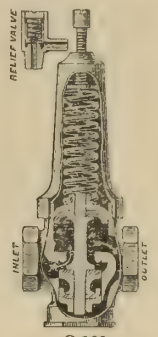
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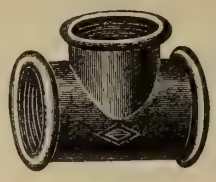
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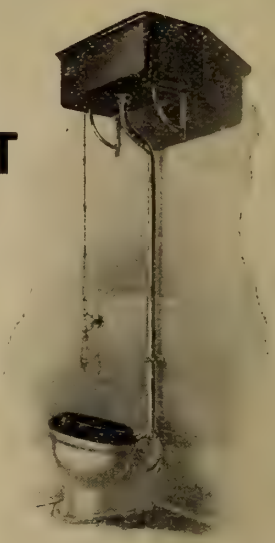
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A good investment is one that pays.

The best investment is the one that pays the most.

Here's your chance—and no gamble about it either.

The NATURO Closet

brings big returns in profits and increase of business.

The dealer handling NATURO has sources of trade unknown to outsiders.

In this way he never worries about competition for much business is thrown his way.

Any chance about that ?
Want to know more about it ?

Send for our Illustrated Booklet.

THE NATURO COMPANY

C. H. MUCKENHIRN, President. **Salem, N.J.**

EVERY POINT ABOUT AN OXFORD BOILER IS A PAYING POINT

The dealer who sells this right boiler profits from beginning to end. He profits in the first place because it takes far less time and less skilled labor to install the Oxford —We put it together as far as we can before the dealer ever sees it.

It pays the dealer in the second place, does the Oxford Hot Water Boiler, because it takes less effort to sell it—people needn't know much about boilers to see that the sloping fire-pot walls of the Oxford will save fuel—that the metal push nipple, which does away with rubber gaskets, makes leaks impossible—that the triangular grate-bars with their positive cleaning action make fuel burn up clean.

It pays the dealer in the last place because he can know the job is done for good and to the help of his business reputation once he installs the

Oxford System of Hot Water Heating

The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta. 155

Phone No. Parkdale 1809

Post Office and Telegraph Address Swansea

The Dominion Sewer Pipe Co., Limited

Swansea, Toronto, Ont.

This is a good time to order your stock.



VITRIFIED SALT GLAZED

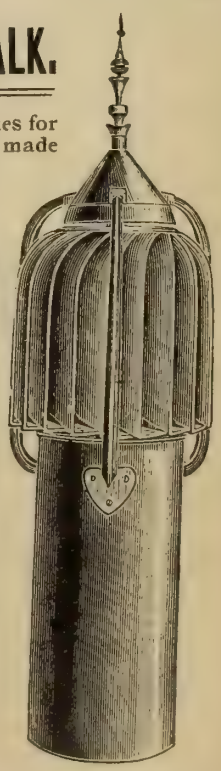
SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

The Dominion Sewer Pipe Co., Limited

Works: Swansea, Toronto, Ont.

A COMMON SENSE TALK.



AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR AEOLIAN VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building either as to size or as to quality of material.

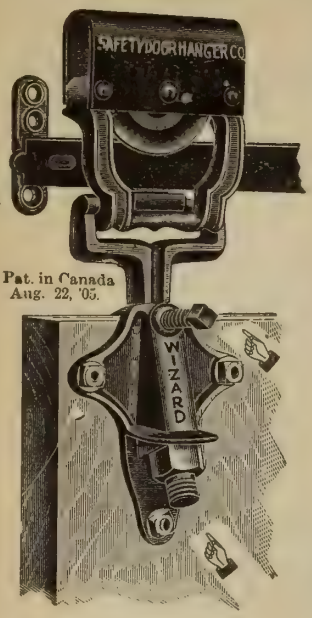
Ottawa, May 30th, 1901.
Ottawa University,
Messrs. J. W. Harris Co., Limited, Montreal.
Dear Sirs,—Your "Aeolian" Ventilators placed on our University since three years have given us entire satisfaction. Brother Normand.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. HARRIS CO., Limited

Successors to LESSARD & HARRIS
General Contractors and Manufacturers
MONTREAL



Pat. in Canada Aug. 22, '05.

NOTHING LIKE IT

THE

WIZARD ADJUSTABLE HINGE HANGER

has no rivals because it is the only Adjustable Hinge Hanger you can get.

It is not necessary for a door to bind or drag when it is equipped with this hanger, and it can be fitted as close to the building as desired—an especially valuable feature in winter time.

The Wizard is more serviceable than other hangers and infinitely more valuable.

It is finished nicer than any other hanger on the market and each pair is packed complete with bolts.

Hardwaremen are making money selling this hanger. **Why not You ?**

MADE IN CANADA BY

Safety Door Hanger Co.

HAMILTON, - ONTARIO

THE CANADIAN BRONZE POWDER WORKS

R. E. THORNE & CO.

The only bronze powder works under the British flag.

High grade bronze powders and bronze liquids.

Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

There are various methods employed in tempering springs.
The up-to-date concern is

THE

WALLACE BARNES CO.

BRISTOL, CONN.

Send specification for prices. Ask for latest catalogue.

The most light for the least money

C. G. E. INCANDESCENT LAMPS

LONG LIFE **EFFICIENCY** **RELIABILITY**

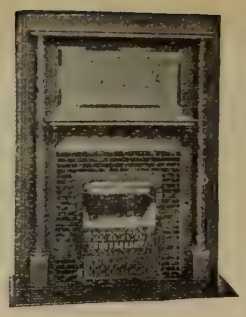
Write for prices and quantity discounts.

CANADIAN GENERAL ELECTRIC CO., LIMITED

HEAD OFFICE: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

---



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO



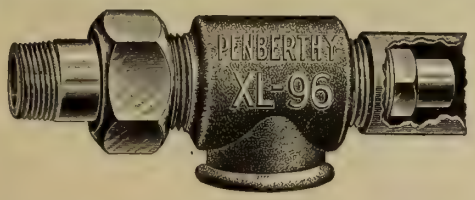
Kerr's Weber Iron Body Gate Valves

Are recognized as the leading Gate Valves
"MADE IN CANADA."
Every valve is tested and packed before shipment.
Send for Catalog.

The KERR ENGINE CO.,

Manufacturers Limited

WALKERVILLE - ONTARIO



EJECTOR or JET PUMP

LIFT 20 to 24 feet. ELEVATE 50 to 75 feet.

For WATER, MILK, WHEY, &c.

AN EXCELLENT ARTICLE FOR

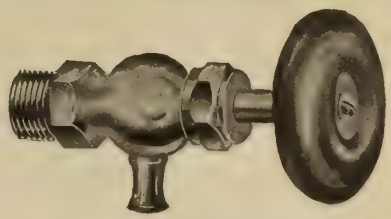
CHEESE FACTORIES and CREAMERIES.

Genuine



AUTOMATIC INJECTOR

RANGE 22 LBS. LOW TO 155 LBS. HIGH.



TRY COCKS.

Your customers will want some this spring.

WHAT ABOUT

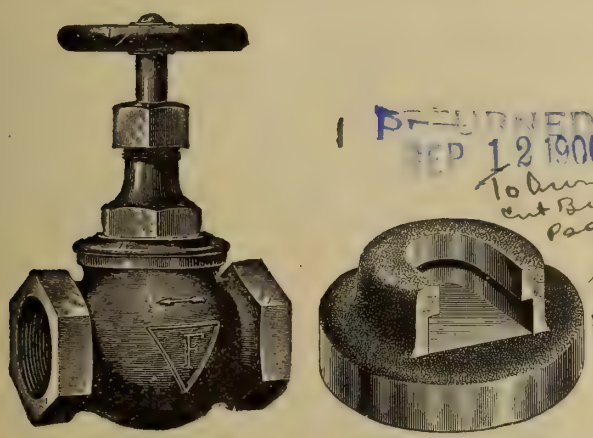
WATER GAUGES?

CARRY A FEW PENBERTHY SETS.

MR. DEALER, ARE YOU STOCKING PENBERTHY BRASS GOODS FOR THE CHEESE FACTORY?

MANUFACTURED BY

PENBERTHY INJECTOR CO., Limited, - WINDSOR, ONT.



RECEIVED SEP 12 1906

Fairbanks Renewable Disc Valve and the Disc that helped to give it its World wide reputation.

They're made stronger,
They last longer,
The Disc can't crack or flake and can be changed in a moment's time.

The Canadian Fairbanks Co., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER

Mr. Dealer:—

Do you control the Fire Brick and Fire Clay trade in your town?

You should—

Let us help you to do it.

We offer you the choice of all the best known brands, in all shapes—We are now booking orders for shipments ex wharf.

We are also **sole** Canadian Agents for "Lafarge" (non-staining) Cement, "Lehigh" Portland Cement, etc.

It will pay you to investigate.

F. HYDE & CO.

General Contractors' Supplies

King, Queen & Wellington Sts., - MONTREAL

Good Materials Put Together by Good Workmen are Responsible for High Quality

Just the case with our

BUILDING PAPERS, WRAPPING PAPERS, READY ROOFING, TARRED FELTS, SHEATHING

"High Quality" is stamped on every bit of these goods that we turn out.

Three favorite brands that we make are:

"BLACK DIAMOND"

TARRED FELT

"JOLIETTE" and "CYCLONE" SHEATHING

Are you selling the "McArthur" kind?

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

April 14, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$40 00 $41 00

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
I C, 14 x 20 "	8 00
I X, 14 x 20 base	9 50
Famou equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
X, 14 x 20 "	5 75
X X, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
I X., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / 14x60, " / 14x65, "	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto
Common bar, per 100 lb	2 05	2 20
Forged iron "	2 30	2 43
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 75
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 30
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"I" " warranted		0 14
"O" "		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard	0 08	0 09
Crucible Steel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 45
No. 1 Monarch	0 30
"King" Anti-friction	0 20
Fleur-de-lis Anti-friction	0 15
No. 1 Thurber	0 12
Philadelphia	0 10
Canadian	0 07
Hardware Babbit No. 1	0 10
" " " 2	0 08
" " " 3	0 06½

Discount 20 to 30 per cent. according to size of order.

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	
14 gauge		2 55
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 40	3 70
22 to 24 gauge	3 65	3 75
26 "	3 90	4 00
28 "	4 15	4 25

Apollo.

10½ oz. (American gauge)	4 20
28 gauge "	3 90
26 " "	365
24 " "	3 40

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 25	....	3 25
22 to 24 gauge	3 50	3 80	3 50
26 "	3 75	4 05	3 75
28 "	4 00	4 30	4 00

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00	10 00
" ¼ "		5 60
" 5-16 "		4 45
" ⅜ "		3 85
" 7-16 "		3 70
" ½ "		3 55
" 9-16 "		3 45
" ⅝ "		3 35
" ¾ "		3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c. [count 40 p.c.	
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots		20 50

Bars.

Cut lengths, round, ¼ to ⅞ in.		26 00
" round and square,		
Cut 1 to 2 inches	25 00	26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned / Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	7 25	7 50
Domestic " "	5 50	5 75

ZINC SHEET.

5-cwt. casks	7 50	7 75
Part casks	7 75	8 00

LEAD.

Imported Pig, per 100 lb	4 40	4 50
Bar, " "		4 65
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Cookson's per lb	0 19½	0 20

SHOT.

Common, $6.50 per 100 lb; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00. Net list. Prices are f. o. b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra		1st quality	Special
4 and 4½ ft. 3 in. rolled rim		$19 65	17 65
5 feet	"	20 65	18 65
5½ "	"	22 15	20 15
6 "	"	24 90	22 90
Plate E II			
5 feet	2½ in. "	19 15	17 15
5½ "	2½ " "	20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	20 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E300.	65 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch	2 09	2 92
¼ "	2 09	2 92
⅜ "	2 42	3 27
½ "	3 05	4 20
1 "	4 37	6 02
1¼ "	5 96	8 21
1½ "	7 15	9 86
2 "	9 54	13 14
2½ "	14 50	20 56
3 "	19 00	27 05

2 per cent. 30 days.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings, 60; nipples, up to 6 in., 75 per cent.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
12 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 75 per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	1 90
No. 7 Fuller's	2 35
No. 4½, " "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon	"	25 00
" 35 "	"	29 00
" 40 "	"	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
14	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34.00	40.00
144	47 00	55.00

CLAUSS BRAND EBONY HANDLED RAZORS



FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

1½-lb. per lb.	0 37
2-lb. or over "	0 34

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 22	0 23
Wiping	0 18	0 20

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

DRY WHITE LEAD.

Barrels	5 75
100-lb. pkgs	6 00

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.
Pure	6 25
No. 1	5 90
No. 2	5 65
No. 3	5 30
No. 4	4 75
Munro's Select Flake White	6 10
Elephant and Decorators' Pure	6 30
Tiger brand, pure	5 75
Monarch	5 75
Essex Genuine	5 75
Brandram's B. B. Genuine	7 50
" Anchor," pure	6 00
Sterling Pure	5 75
Island City Pure	5 75
Ramsay's Pure Lead	5 75
Ramsay's Exterior	5 50
'Crown and Anchor," pure	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$5 75
Genuine, 100 lb. kegs, "	6 00
No. 1, 560 lb. casks, per cwt	5 50
No. 1, 100 lb. kegs, per cwt	5 75

DRY WHITE ZINC.

Extra Red Seal	0 07 0 08
French V. M.	0 06 0 07
Lehigh	0 05 0 06

GROUND WHITE ZINC.

Pure	0 08 0 09
No. 1	0 06½ 0 07½
No. 2	0 5½ 0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 40
" " " ½ gal.	1 35
" " " gal.	1 30
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co's pure	1 25
Sanderson Pearcy's pure	20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls	0 55 0 65
Island City House Paint	1 25
" Floor "	1 25
Martin-Senour Co.'s 100 p.c. pure, gal.	1 35
" " " " ½ gal.	1 40
" " " " ¼ gal.	1 45
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown Anchor"	1 20
Senour's Floor Paints, gal.	1 20

PARIS GREEN.

600-lb. barrels	
250-lb. kegs	
50 and 100 lb. drums	
25 lb. drums	
1 lb. paper boxes	
½ lb. tins	
½ lb. paper boxes	
¼ lb tins	

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
Copaline, per gal. can		2 00
"Kyanize" Interior Finish		2 40
"Flint Lac" coach		1 80
"Gold Medal," per gal., in cases		2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent.
American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—

	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net	4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 35 3 00

House.

American, per lb. 0 35 0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 12

BOLTS AND NUTS

		Per cent.
Carriage Bolts, common ($1 list		
" " ⅜ and smaller	60	and 10
" " 7-16 and up	55	and 5
" " full sq. ($2.40 list)	60	
" " Norway Iron ($3 list)	60	
Machine Bolts, all sizes, ⅜ and less	55	
Machine Bolts, 7-16 and up	55	and 5
Plough Bolts	55	and 5
Blank Bolts	55	and 5
Bolt Ends	55	and 5
Sleigh Shoe Bolts	70	
Coach Screws, cone point	70	and 5
Nuts, square, all sizes, 4c. per lb. off.		
Nuts, hexagon, all sizes, 4½c. per lb. off.		
Stove Rods per lb., 5½ to 6c.		

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS' CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	42½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50
"Surprise" White Sheathing	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50	8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.
Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

Paterson's Wire Edged Ready Roofing

(RED STAR BRAND)

FIRST IN QUALITY
FIRST IN DURABILITY
FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing. Don't you want to know how you can easily secure their profitable orders?

The Paterson Mfg. Co., Limited
Toronto and Montreal.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 60 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent	
Arcade	70 "	10	"
Kearney & Foot	70 "	10	"
Disston's	70 "	10	"
American	70 "	10	"
J. Barton Smith	70 "	10	"
McClellan	70 "	10	"
Eagle	70 "	10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70 to	75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

For less than 100 feet of one size, pane list less 33⅓. Terms 90 days net 2½ 30 days.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60; 5-case and over $3.50.

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	9 00
" " ¾ "	"	10 00
" " ⅞ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10

Sledge.

Canadian	per lb.	0 07 0

Ball Pean.

English and Canadian, per lb.		0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00 4 00
Store door	per doz.	1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00 1 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge— to 10 in	per 100 lb.	4 50
12 in. up	"	25
Spring, No. 20, per gro. pairs		10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.		
Planter	per doz.	4 00 4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
'Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base		3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

KNOBS.

Door, japanned and N.P., per doz		1 50 2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	.... 2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$ 3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes	....	2 50

Woodyatt, ball bearing, 12 to 20-in 5 60 to 7 45
Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21,23,25	$10 00	14 00
10½ in. ball bearing 12 to 20.	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20 5 60
Galvanized	"	1 87 3 85
King, wood	"	2 75 2 90
King, glass	"	4 00 4 50
All glass	"	0 50 90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am	per doz.	0 50 6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	.... 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire
2d	3 70	3 15
3d	2 85	2 80
4 and 5d	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d	2 25	2 20
30, 40, 50 and 60d (base)	2 20	2 15

F.o.b. Montreal. Toronto 10c. higher.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	

OAKUM.

U. S. Navy	per 100 lb.	.... 6 75
Plumbers	"	.... 3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	... 7 80
" "	"	.... 9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh 16 w.g. 60 per cent.
Smaller than 2 in. dis. 55 per cen

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

ENCOURAGE YOUR CLERK to be a competitor in the Window Dressing and Ad. Writing Competitions, particulars of which are given on pages 28 and 30.

PLANE IRONS.

English	per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.			
Button's imitation	per doz.	5 00	9 00
man	"	0 60	0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern		1 40	2 0016
Canadian pitcher spout		1 80	3

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	3 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RAKES.

Wood	per doz. net	1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Kivets, with usual proportion burrs, 30 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal		0 10½
Pure Manilla		0 15
"British" Manilla		6 11½
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord. 48 feet	per doz.	0 60
" " 60 feet	"	0 75
" " 72 feet	"	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 75
" No. 50, nickle-plated,	"	0 80
Common, plain		4 50
" plated		5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
"Eureka" tinned steel, hooks	"	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.

Crosscut, Disston's	per foot 035	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete	each 0 75	2 75
" frame only	each 0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century $6 25
" " No. 1 Maple Leaf 5 25
" " Happy Medium 4 25
" " Watch Spring 4 25
" common frame 4 00

SASH WEIGHTS.

Sectional	per 100 lb.	2 00	2 25
Solid	"	1 50	1 75

SASH CORD.

Per lb	....	0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net		6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Look, Andrews'		4 50	11 00

SQUARES.

Iron, No. 492	per doz.	1 90	2 25
" No. 493	"	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		....	25 00
" under 40 lb., "		....	28 00
" 200 lb. and over		....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk 85, 12½ and 12	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.

German	per doz.	4 75	5 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply		....	0 25
" " 4-ply		....	0 29
Mattress	per lb	33	0 45
Staging	"	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge	$2 15
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05 —No. 9, $2.40 — No. 10, $3.10 to $3.10 —No. 11, $3.15 to $3.15 — No. 12, $2.55 —No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton. Toronto, Montreal.

WIRE FENCING

Galvanized barb	....	2 60
Galvanized, plain twist	....	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 50

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS.

Leader, 11 in.	per doz.	32 00
Royal Canadian, 11 in.	"	29 00
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Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

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If it is made by Nicholson it is good.

AMERICAN ARCADE EAGLE GRT. WESTERN

OUR BRANDS

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Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor Forbes Co., Guelph, Ont.

Wheelbarrows
Meaford Wheelbarrow Co, Meaford, Ont
Shultz Bros. Co., Brantford.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

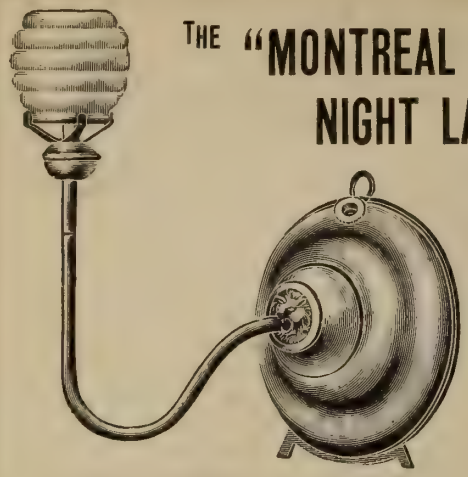
Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.
Luxfer Prism Co., Toronto.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Ironside, Son & Co., London, Eng.
McGregor-Banwell Co, Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Oneida Community, Niagara Falls.
Page Wire Fence Co., Walkerville, Ont.
Western Wire & Nail Co., London, Ont.
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.



THE "MONTREAL BEAUTY" NIGHT LAMP

is by far the handsomest, safest, most economical and odorless Night Lamp ever invented.

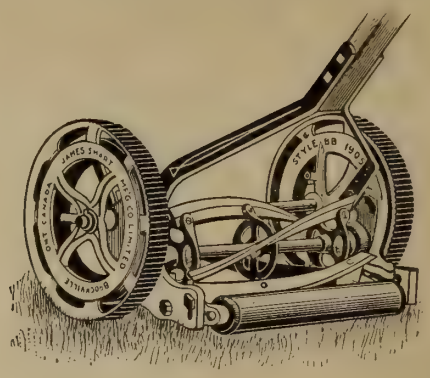
A Light All Night for ¼ of a Cent.

It burns ordinary coal oil; one filling will burn 40 hours, or four nights, without odor. For Entries, Doorways, Stairways, Bathrooms, or anywhere; and in case of sickness this lamp will be found of great value. Highly recommended by physicians and nurses for invalid rooms.

The lamps are made of brass, nickel plated, they look like electric light when lighted, and will afford a steady light throughout the night. No attention needed; explosion impossible. Size 4 x 6 inches. **Retail at 75c. each.** Liberal discount to the trade.

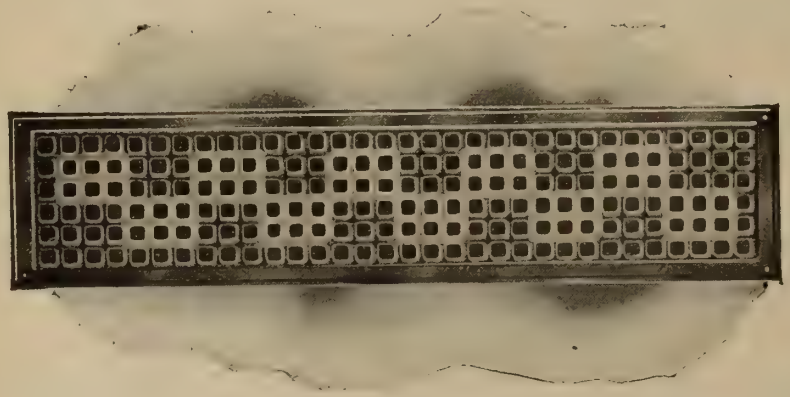
Correspondence always a pleasure.
Manufactured for

L. J. A. SURVEYER, HARDWARE MERCHANT, 6 ST. LAWRENCE MAIN ST., **MONTREAL**



Lawn Mowers are again in season and the BROCKVILLE line claim your attention for their beauty, usefulness and special value. Every variety is included in the list: High Wheels, Medium Wheels, Low Wheels, Ball Bearings, Plain Bearings, Three Blades, Four Blades, Five Blades. All particulars in Catalogue. Inquiries and orders solicited from ALL DEALERS.

The JAMES SMART MFG. CO., Ltd.
BROCKVILLE, ONT. and WINNIPEG, MAN.



Wrought Steel One-Piece Screens

For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches.

Hart & Cooley Co.
New Britain, Conn., U.S.A.

IRONSIDE FOR IRON

OUR SPECIALTIES ARE BRITISH AND FOREIGN IRON, STEEL, METALS, BARS, PLATES, SHEETS, BOLTS and NUTS, TIN PLATES, Etc.

Sole Licensees for **PAGE'S PATENT WIRE STRETCHER,** and we are willing to sell the right of manufacture in Canada on a Royalty basis.

IRONSIDE'S PATENT WIRE CUTTERS, guaranteed to cut any wire

We publish a "Canadian Metal Price List" monthly. Quotations in Dollars and Cents. (C.I.F.) We will send this, and our "Weekly Market Report" on receipt of address.

IRONSIDE SON & DYCKERHOFF 16 Water Lane Gt. Tower St., E.C **LONDON, ENG.**

Sole Agent for Canada: MR. SYDNEY HACKETT, 233 St. James St. Montreal.

SEE PARTICULARS OF OUR
WINDOW DRESSING
AND
AD. WRITING COMPETITIONS
Announced on pages 28 and 30.

GO AFTER THE PRIZES OFFERED

Dies
Dominion
Dominion Cart...
Dominion Sewer Pipe
Dowswell Mfg. Co .....

ROBERTSON'S



MONARCH No. 1

A RELIABLE BABBIT

manufactured by a reliable firm. Contains a large percentage of

Tin, Antimony, Copper

with sufficient lead to act as a lubricant requiring the minimum of oil.

It Keeps Bearings Cool

Stands heavy pressure and high speed.

Price, 30cts. per lb., less 20 per cent.

TRY IT

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—46 Lime St. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



We can quote favorable prices on the following goods for shipment from the United States :—

"Apollo" Galvanized Sheets.
Black Sheets, Bessemer and Open Hearth.
Range Steel, Pickled Sheets, etc., and different qualities suitable for all purposes.
Polished Sheets of different grades.
Coke and Charcoal Tinplates.
Black Plates.
Taggers.
Terne Plates
Large Tinned Sheets.
Galvanized Canada Plates.
Black Canada Plates.

Send us your enquiries

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

DOMINION OF CANADA SALES AGENTS

United States Steel Products Export Company,
Sheet Steel and Tinplate Department, NEW YORK.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

A★1 brand

Pocket Knives and Scissors

ARE LEADING

in price and quality. The best quality of steel, the right temper and the finest workmanship combined, have contributed to make this brand a favorite in the Canadian market.

R. Berg Cutlery Co.

F. W. LAMPLOUGH & CO.

MONTREAL

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

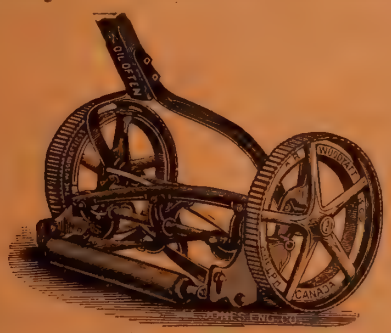
VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, APRIL 21, 1906 NO. 16.

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS
Canadian Agents: DORKEN BROS. & CO., MONTREAL

FLEUR DE LIS.
"FLEUR DE LIS"
is no longer a stranger, buthasproved its claim to be at least equal to any brand except "QUEEN'S HEAD." Quality guaranteed and price low.
JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL, Managers Canadian Branch.

Lawn Mower Merits

are up for consideration now that ordinary time is on.



THE "WOODYATT"

We ask you to remember these points when discussing our Mowers.

1. Ninety-five per cent. of jobbers carry our machines.
2. Our cylinders are made from the best steel.
3. Our castings are machine made.
4. Every part of our mowers is interchangeable.
5. We employ only skilled workmen.
6. We guarantee our machines.

You cannot be deceived in the quality of Lawn Mowers bearing the name Taylor-Forbes.

That name on a mower means much

HAVE YOU A COPY OF OUR CATALOGUE? IF NOT, WRITE FOR ONE.

TAYLOR-FORBES COMPANY, Limited

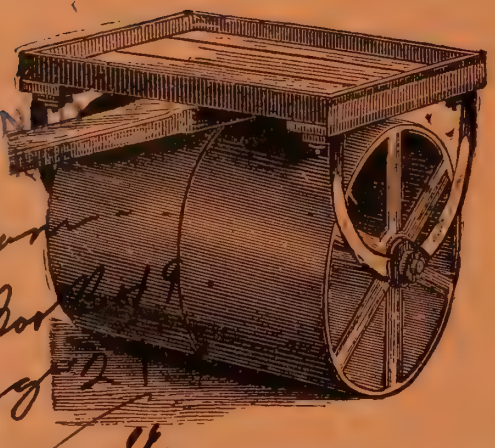
The Largest Manufacturers of Hardware in Canada.

TORONTO: 1088 King St. West
Head Office and Works: GUELPH, ONT.
MONTREAL: 9 De Bresoles Street.

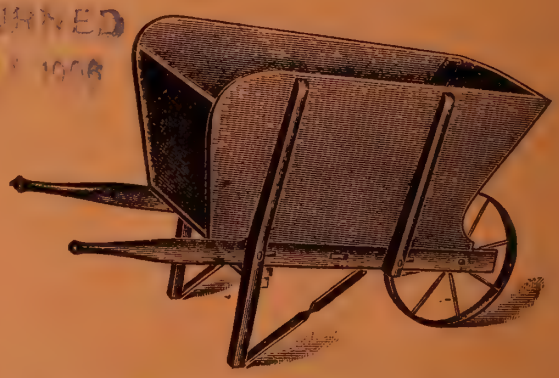
See Classified List of Advertisements on Page 71.

GARDEN BARROWS AND LAWN ROLLERS

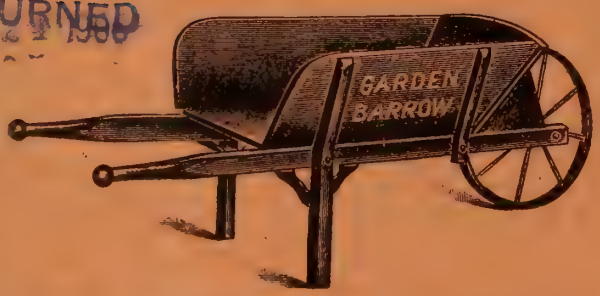
SPADES AND SHOVELS



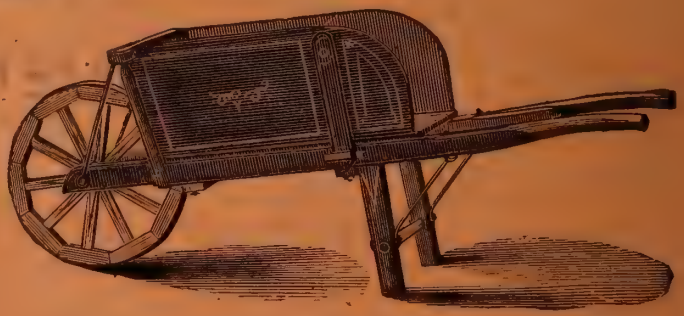
No. 2—Lawn Roller, 24 in. wide, made in Two Sections, 20 in. diameter, Weight 265 lbs.



No. 112—Jewel Garbage Barrow, Painted, 20 in. Steel Wheel, Stationery Sides



No. 110—Jewel Garden Barrow, Painted, 17 in. Steel Wheel, Stationery Sides.



No. 106—Jewel Farm Barrow, Painted, with 20 in. Steel Wheel, Loose Sides

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

TORONTO.

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

PRICES:
Hollow Ground
$2.00
Double Concave for
Extra Heavy Beards
$2 50
Pair in Leather Case
$4.50
Carbo-Magnetic
Strop $1.00



NO HONING **NO GRINDING**

NO NEW BLADES **NO ANNUAL TAX**

FIRST PURCHASE PRICE THE ONLY EXPENSE

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our **booklet, "Hints on Shaving," Free,** and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, New York

GET OUR PRICES ON

REVOLVERS

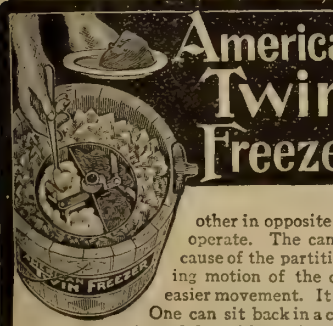
Harrington & Richardson. **Iver Johnson**
Sizes 22—32—38 Calibre

Hammerless

Never out of style. Always up to date.
The best is what you want.

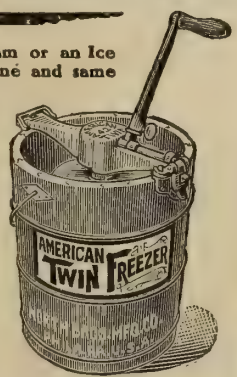
THOS. BIRKETT & SON CO.,
LIMITED
OTTAWA, ONT.

American Twin Freezer



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.

ICE CREAM
FREEZERS
THAT SELL







Send for Catalog.

THEY ARE
Well Advertised,
In Demand,
Easily Sold,
Satisfactory in Use,
Of Known Reputation,

THEY EXCEL IN
Easy Running,
Quick Freezing,
Economy,
Convenience,
Practical Results,

North Bros. Mfg. Co.,
Philadelphia, Pa.

We manufacture Cordage and Binder Twine of every variety.
We solicit your 1906 business for the following brands:

Blue Ribbon,	650 ft.	per lb.
Red Cap,	600 "	"
Tiger,	550 "	"
Standard,	500 "	"
Golden Crown,	500 "	"

Consumers Cordage Co., Limited

MILLS: MONTREAL and HALIFAX

BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

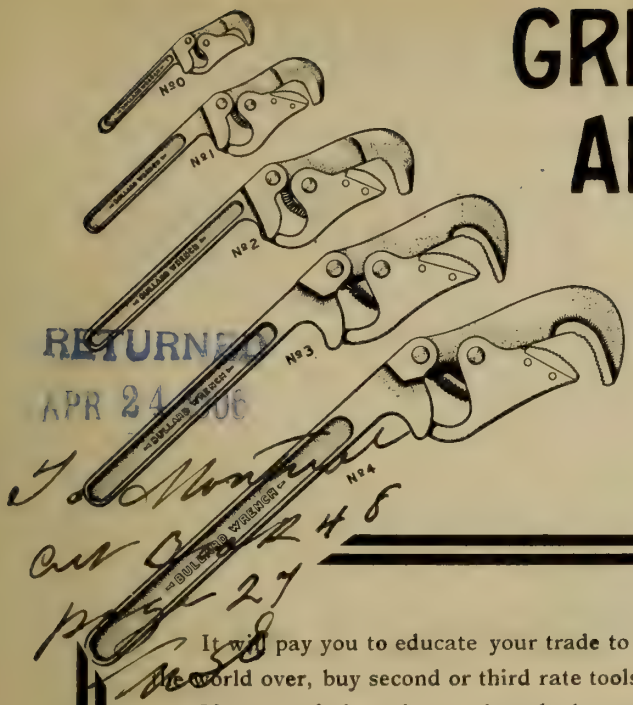
Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO



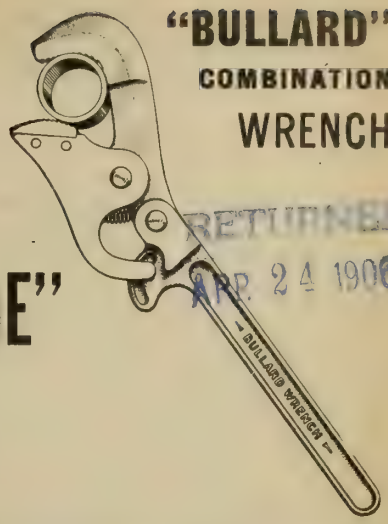
GRIPS ANYTHING—

THE

"WRENCH TRADE"

IN YOUR TOWN

INCLUDED



"BULLARD"
COMBINATION
WRENCH

RETURNED
APR 24 1906

It will pay you to educate your trade to buy the best tools. This is not a theory, but a fact. Some mechanics, the world over, buy second or third rate tools because they don't know any better.

If you can induce them to buy the best, and in doing so, show them that it is cheaper in the long run, you will sell a good article, whereas you now sell a cheap one, and your profit will be in proportion.

The **"BULLARD"** Wrench is the best wrench for **any** purpose on the market. This is not our word, but it is the opinion that is voiced by every person who ever used one. Just listen to a few of the "whys."

It is an Automatic Combination Wrench. It does not convert the power applied to the handle into a crushing strain, but is applied in a wringing manner, similar to that that would be effected in using manual means (the hands). It is impossible to crush the lightest pipe with a **"BULLARD"**—all the power goes to **turn** the pipe. A **"BULLARD"** of the same capacity as an ordinary wrench weighs about half as much.

No adjustment necessary—the **"BULLARD"** is always ready.

Requires but one hand to operate it. Can't be cornered, as the jaws take hold without lapping beyond the pipe. No lost motion.

No. 0.	**0**	**inch.**	**to**	**¾ inch.**
No. 1.	**⅛**	**"**	**"**	**1¼ inches**
No. 2.	**⅜**	**"**	**"**	**1⅞ "**
No. 3.	**½**	**"**	**"**	**2½ "**
No. 4.	**¾**	**"**	**"**	**3 "**

For a side partner to the **"BULLARD"** Wrench in any pipe-fitter's kit, there is no better pipe cutter than the **"TRIMO,"** illustrated on this page. These two up-to-date pipe tools make a combination that can't be beaten.

No. 1.– For Pipe ⅛ —1¼ inches
No. 2.— " " ½ —2 "
No. 3.— " " 1¼ —3 "



"TRIMO" PIPE CUTTER

To change Nos. 1 and 2 to 3 wheel cutters, substitute wheels for rolls.

RETURNED
APR 24 1906

FOR FURTHER PARTICULARS WRITE

LEWIS BROS., LTD., MONTREAL

OTTAWA
TORONTO
WINNIPEG
VANCOUVER
CALGARY

DOMINION WIRE MANUFACTURING CO.

MONTREAL AND TORONTO LIMITED

BARB WIRE AND PLAIN GALVANIZED WIRE

BRIGHT AND GALVANIZED FENCE STAPLES

WIRE NAILS

FLAT HEAD
ROUND and OVAL HEAD

SCREWS

BRIGHT—BRASS
BRIGHT and BRASS

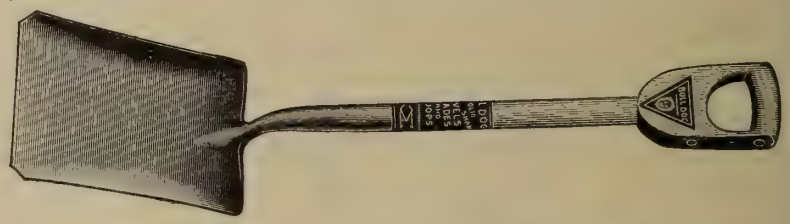
TINNED WIRE for Mattress, Broom, Bottling and Binding

STEEL WIRE BARREL HOOPS

COPPER AND BRASS WIRE

ALL MADE IN CANADA

QUALITY

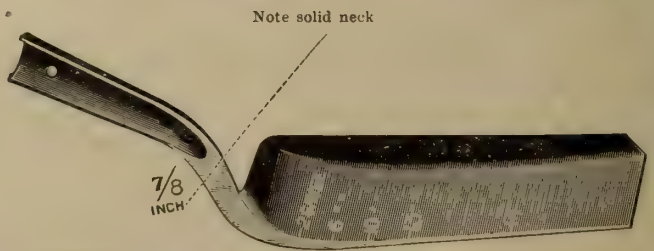


WHY?

One piece Shovel, no welding whatever, solid neck and blade, tempered in oil, straight chucked handle; handle can be replaced when broken.

BULLDOG

SHOVELS and SPADES



Sectional view of "Bull Dog" shovel, showing gauge at the different points.

Canadian Shovel & Tool Co.,

HAMILTON, CANADA. LIMITED

H. S. HOWLAND, SONS & CO. LIMITED

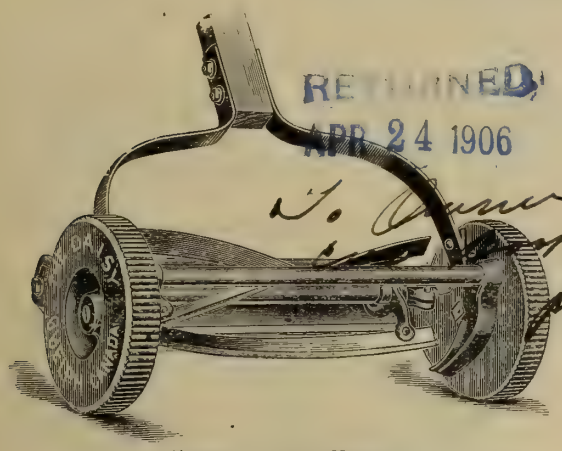
HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

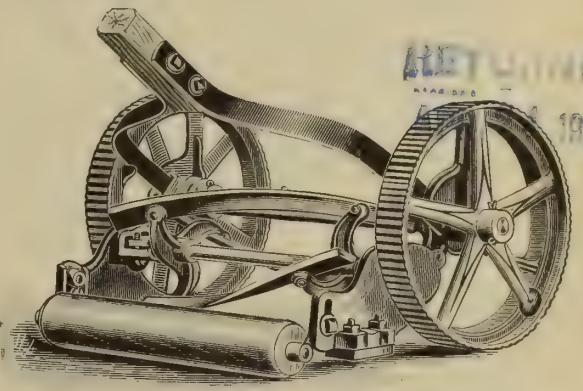
LAWN MOWERS



"Daisy" Lawn Mower

Length of Knives	No. of Knives	Diameter of Wheel
14 in.	3	7 in.

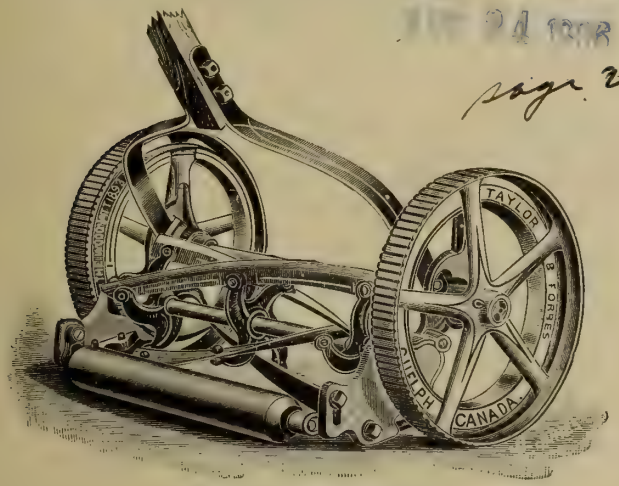
Adjustable half box bearing on cylinder shaft, adjustable bottom knife with grass catcher attachment.



"Star" Lawn Mower

Length of Knives	No. of Knives	Diameter of Wheel
12, 14, 16 in.	3	9 in.

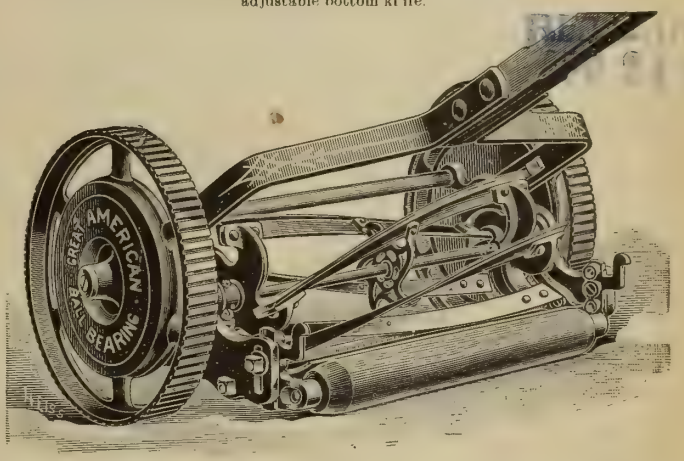
Cast steel knives, adjustable half box bearings on cylinder shaft, adjustable bottom knife.



"Woodyatt" Lawn Mower

Length of Knives	No. of Knives	Diameter of Wheel
12, 14, 16, 18, 20 in.	4	10½

Extra quality steel knives, encased gearing, bearings are extra long and adjustable, best quality material used throughout its construction with grass attachment.



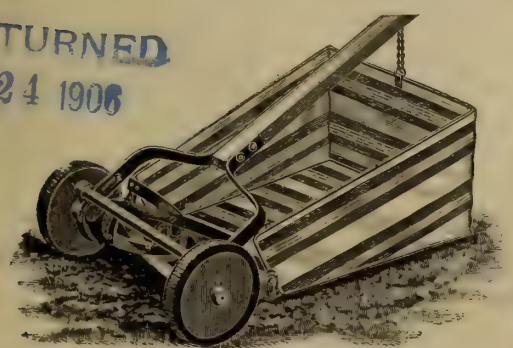
Ball Bearing.

The "Great American" Lawn Mower

Length of Knives	No. of Knives	Diameter of Wheel
15, 17, 19, 21 in.	5	10 in.

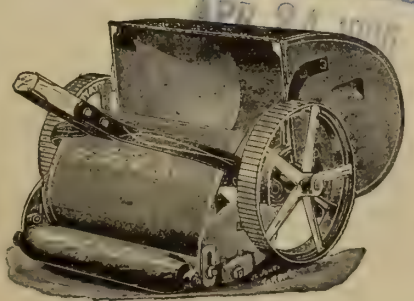
It is safe to say this Lawn Mower is built with as great a degree of perfection in regard to the ball-bearings as can be found in any bicycle manufactured, and the adjustment is unequalled. Has driving wheels 10 inches in diameter, steel balls of the highest grade placed in dust-proof steel covered cup, and open cylinder **with five solid cast steel cutting knives.** It is handsomely finished.

Grass Catchers



"Eureka," No. 1 Canvas Grass Catcher (as cut)
Will fit any low-wheel mower.

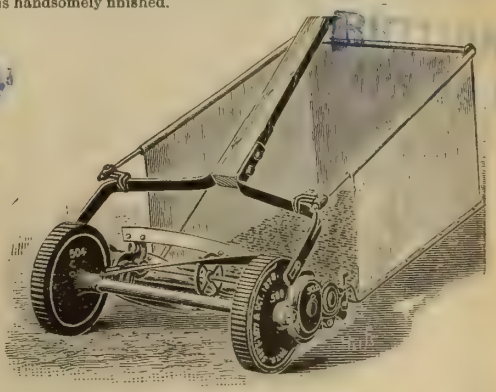
"Bleder," No. 13 Canvas Grass Catcher
Will fit any high-wheel mower.



"Woodyatt" Grass Catcher

Inches	12	14	16	18	20

Grass Catchers will fit the Woodyatt **only.**



"Braun" Grass Catcher

17 in. Canvas sides, Zinc bottom
19 " " " " "

Suitable for the Great American Lawn Mower and all high wheel Mowers

H. S. HOWLAND, SONS & CO., LIMITED

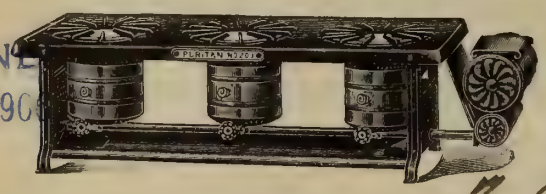
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We Ship Promptly — Factory: Dufferin Street, Toronto — Our Prices are Right

Be sure you BUY RIGHT, you can then name selling prices with confidence.

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BLUE FLAME OIL COOKING STOVES



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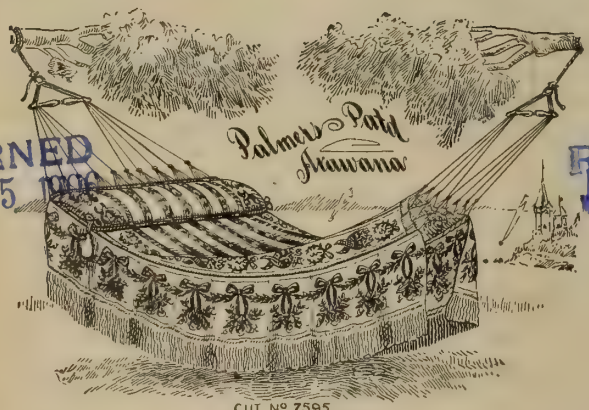
Not what you pay but what you get is the real test of value.

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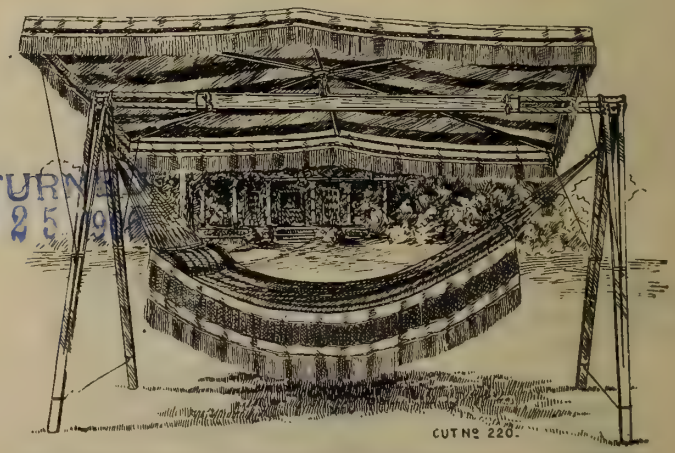


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For Beauty and Quality **PALMER HAMMOCKS** are unexcelled



CUT Nº 7595.
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CUT Nº 220.
TELESCOPE HAMMOCK SUPPORT and AWNING

While you have a dollar, or a foot of space to spare, keep on the lookout for new lines to add.

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LONDON

Branches: TORONTO

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Many dealers make money selling

Community Silver

FOR

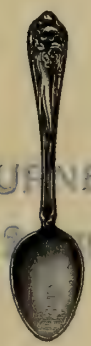
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AT THIS SEASON.

No line is more easily handled and the hardware merchant can as well hold this trade as have his clients send away to the cities through his inability to supply them.



FLOWER DE LUCE PIE SERVER



FLOWER DE LUCE COFFEE SPOONS



FLOWER DE LUCE LADLES

This new "Flower de Luce" design has every appearance of sterling. It is triple-plus plated. Guaranteed for 25 years.

Many useful Presents are illustrated in our Folder "B."



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FLOWER DE LUCE TEASPOONS

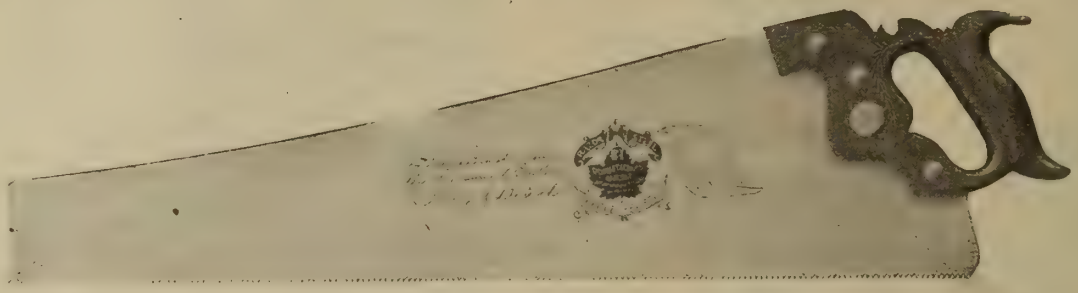


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Canada Leads the World in the Manufacture of

HIGH-CLASS SAWS



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The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

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Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

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We can help you.

We have the latest machinery, and skilled workmen, and can turn out anything in the Sheet Metal Building line.

Ask for our new Cornice Cuts.

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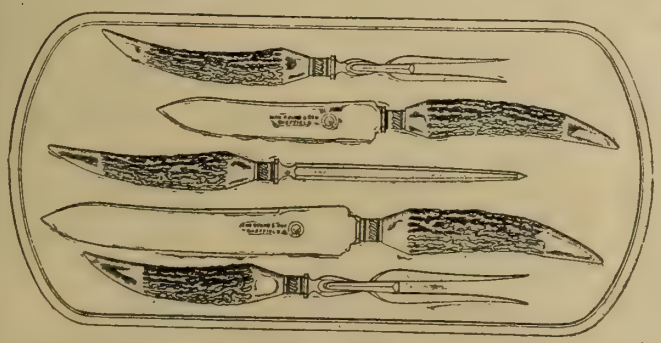
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ESTABLISHED 1847

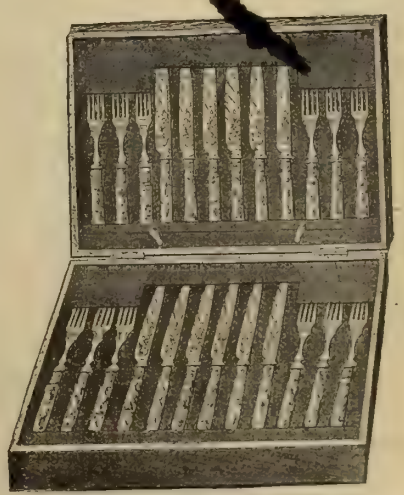
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Write us for quotations. You will find our prices right.



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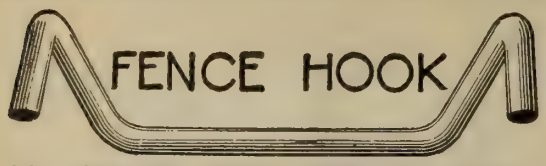
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Pearl Handles. Quartered Oak Case.

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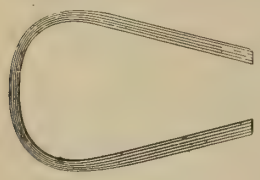
TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

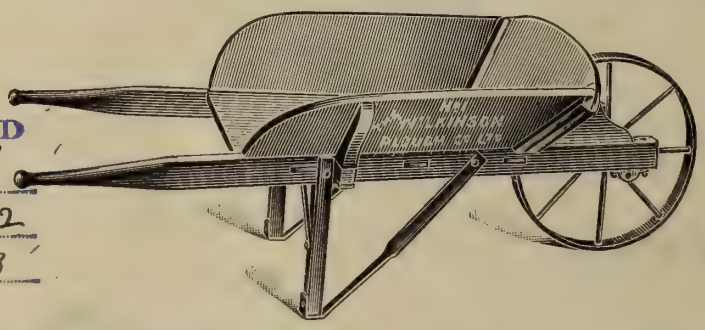
Mfrs. of HUBS, SPOKES and BENT GOODS

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Well and Strongly Built—Attractively Painted

Garden, Stable and Contractors' Barrows of every description. Also "odd" styles for all kinds of work. Drag and Wheel Scrapers for excavating and railway work. Lawn Mowers, large, small, balanced handle. Full weighted and nicely finished.

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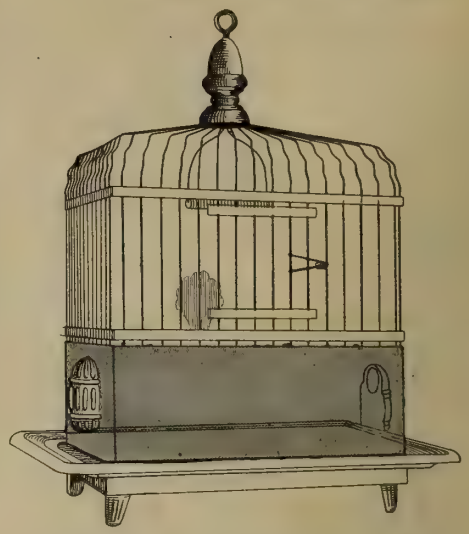
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This Cage is supplied with or without Brass Guard and Draw Bottom.

Best Cage in the market, and a good seller.

Write for Catalogue and Discount.

E. T. WRIGHT & CO.,

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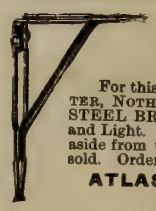
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NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

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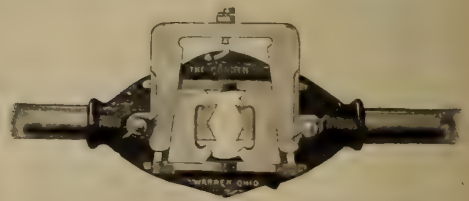
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Established 1868

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"SOLID-ADJUSTABLE" HAND STOCK AND DIES



New prices that will warrant your inquiries.

The BORDEN COMPANY

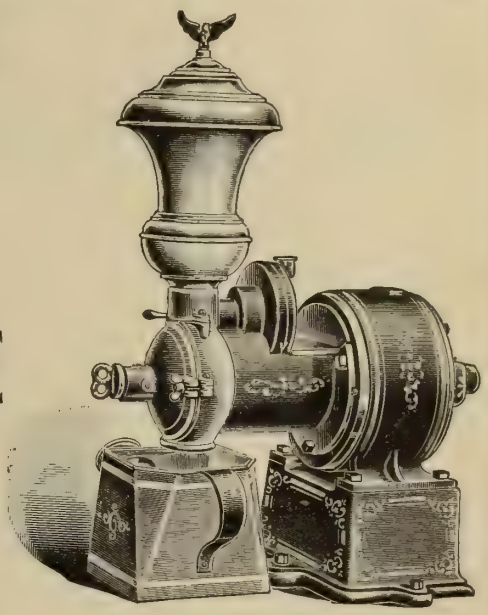
WARREN, OHIO. U.S.A.

Here

You are looking for a way to increase sales, save time and labor, advertise your store and make hay while the sun of prosperity is shining. Here it is:

THE

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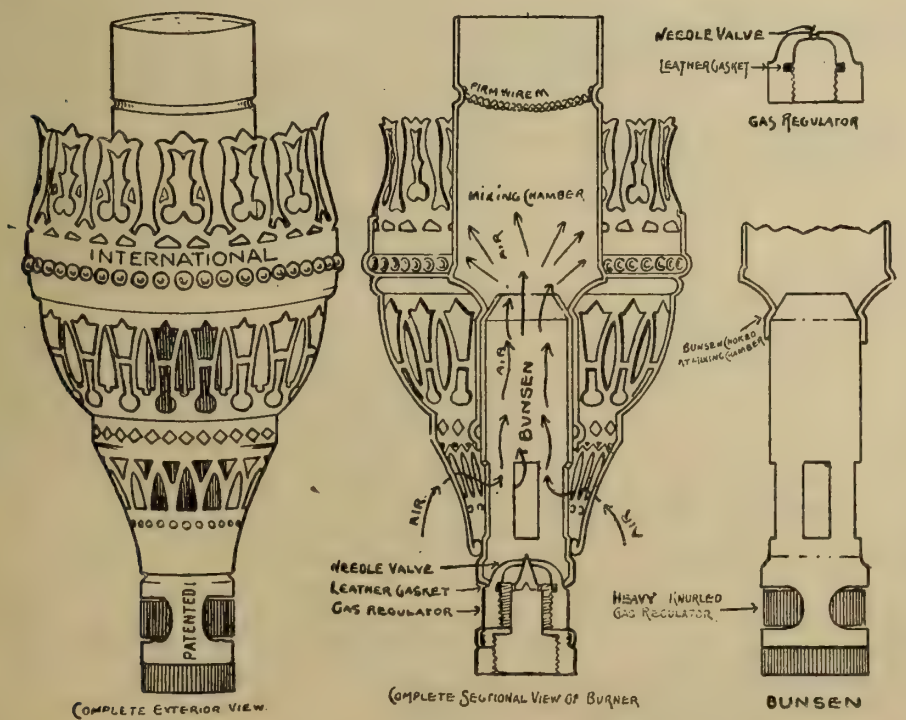


Electrically Driven Coffee Mill

The ¼ H. P. Mill shown here has 4 lbs. capacity. Will granulate 1 lb. per minute or pulverize ¼ lb. a minute. Can be regulated, fine or coarse, while running. Direct or alternating current. Write for catalog.

The Enterprise Mfg. Co. of Pa., Philadelphia, U. S- A.

1906 Improved "INTERNATIONAL" BURNER 1907



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Satisfaction Guaranteed

THREE FINISHES
CLOSED OR OPEN BASKET

	PER DOZ.
Polished Brass -	$4 25
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Deck Plates - -	0 15

The most Scientific Burner on the market today. Nothing to equal it in efficiency or appearance.

AN ORNAMENT IN THE MOST ARTISTIC HOME

Leather Packing or Gasket makes it absolutely impossible for any leakage of gas from the needle valve adjustment. Cannot light back into the bunsen or puff out when lit. The accompanying detailed sketch cannot fail to convince the most skeptical of its many advantages over every other burner on the market.

Manufactured expressly for and controlled in Canada, Great Britain and United States by

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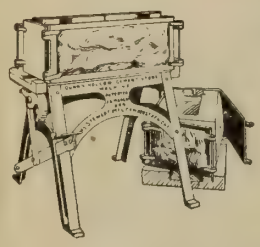
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MONTREAL

REPRESENTING

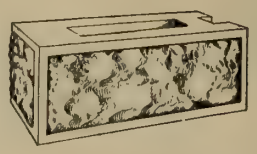
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BY HAVING A

Dunn Hollow Concrete Block Machine

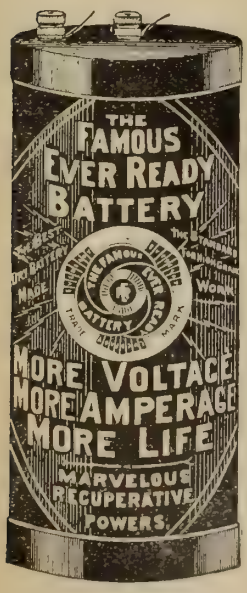


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Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

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WOODSTOCK, ONT.



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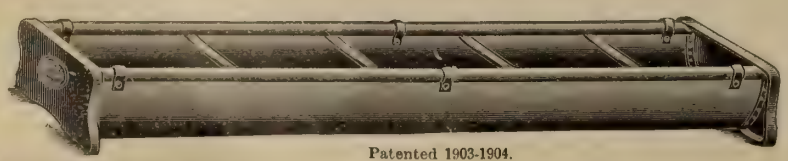
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Patented 1903-1904.

"TWEED" STEEL TROUGHS. We have improved our Steel Hog Troughs. Make better, finish better, and have cut our prices away down. Get our free catalogue and new prices, you will want them.

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One goes with each shipment of **Brant-Lac,** the celebrated Varnish Wood-stain.

A customer comes into your store and with the aid of the hanger (it shows the different shades) you demonstrate just what

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Every household needs a Varnish Wood-stain. It saves time and gives more durable and artistic results than a varnish or stain applied individually.

Brant-Lac is a winner. Try it in your store.

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Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

RESULTS SPEAK LOUD—NOTE THEM



This kitchen is lighted by window shown in last week's ad. but until.

MAXIMUM LIGHT GLASS

was installed **very little light came in.**

The glass was sold by a hardwareman in a northern town; and the "results" shown here were the means of securing additional orders.

You need not be afraid of having customers say, "your glass is high-priced," **for the price of Maximum Light Glass is the same as that of the ordinary sheet Prismatic glass.**

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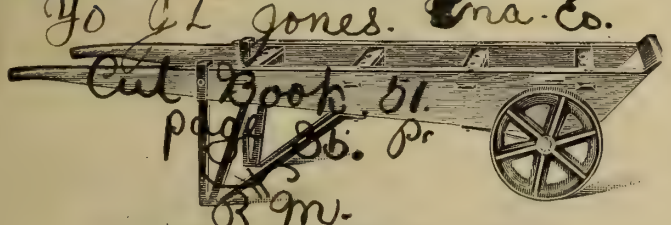
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SPECIAL STEAMSHIP TRUCK

84 inches long, 30 inches wide. Wheels 14 by 3 inches.

We make a specialty of manufacturing Trucks to order, as well as carrying a large stock of standard Trucks, and solicit your enquiries and specifications.

Send us your enquiries for

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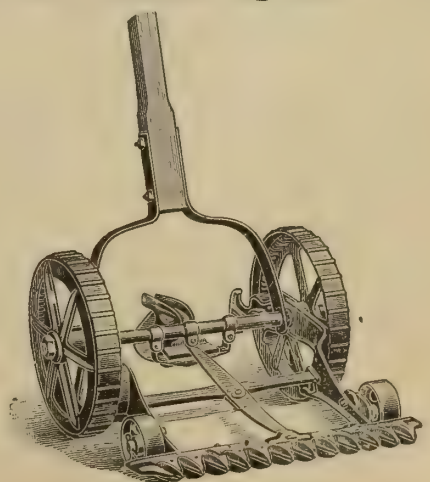
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LONDON, ONT.

Clipper Lawn Mower Co.

DIXON, ILL.

Manufacturers of Hand and Pony Mowers, Also Marine Gasoline Engines, 2 to 8 H.P.



THE MOWER

That will **Kill all the Weeds in your lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear.

THE CLIPPER WILL DO IT.

No. 1—12 in. Mower - - - -	$4 50
" 2—15 " " - - - -	5 00
" 3—18 " " - - - -	5 50
" 4—21 " " - - - -	6 00
Pony, 24 " " - - - -	13 50

Please send Draft or Money Order and we will ship the day the order arrives.

H. & R. SINGLE GUN MODEL 1905 NON-EJECTING

28 GAUGE
44 CALIBER

SMALL FRAME
LIGHT WEIGHT

A new gun throughout, on sporting lines; not a small bore gun on a large frame, nor a rifle bored smooth for shot.



Small frame and stock enable us to produce a very attractive and symmetrical light weight, small bore gun.

Sold by the leading jobbers. *Catalog on request.*

Harrington & Richardson Arms Co.,
Worcester, Mass., U.S.A.

ALSO MAKERS OF H. & R. REVOLVERS.

$ $ $ $ $ $ $ $ $ $

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mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
$2 per year buys them. Address

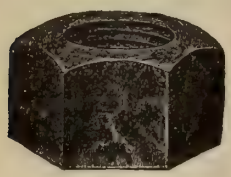
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TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

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GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
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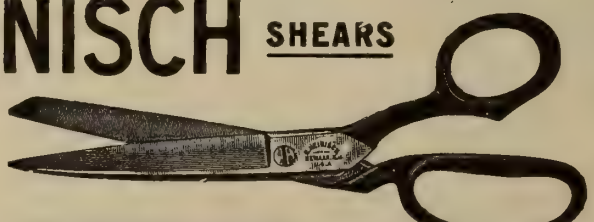


THE JOHN MORROW MACHINE SCREW COMPANY, Limited
Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

WORK AND PRICES RIGHT
GALVANIZING
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CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
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THE CANADA METAL CO.
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HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

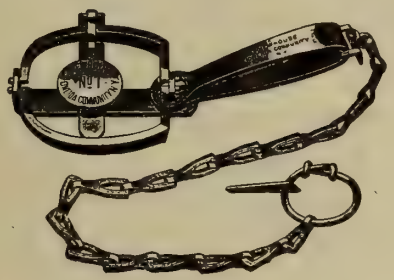
Latest Catalogue will be sent in exchange for your business card.

Henry T. Seymour Shear Company
WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

MAPLE LEAF
STITCHED COTTON DUCK
BELTING
DOMINION BELTING CO. LTD.
HAMILTON CANADA

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



Newhouse Steel Traps

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

ONEIDA COMMUNITY, Limited

Write for Catalogue — NIAGARA FALLS, Ont.



ASK ANY PUMP MAN

who has ever used our Fig. 92, and if he does not say "it is the best ever," then we will acknowledge "the exception which proves the rule." There is no use looking for anything better than we have in our catalogue and prices must of course be right, as well. Let us have a little talk together.

THE

R. McDougall Company,

LIMITED

GALT, CANADA



BROWN'S PATENT STEEL WIRE CHAIN

If you are interested in Chains examine carefully the perfect mechanical construction of the Brown's. It is the most perfect Chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

Correspondence solicited.

We send cuts, with table of breaking strain, samples, etc., upon request.

THE B. GREENING WIRE CO., LIMITED

HAMILTON, - Ont.

MONTREAL, - Que.



FIRST FLOOR OUTFIT, one of fifty styles.

Underground, overground, first floor, any floor, and cellar tanks, for all kinds of oils, varnishes, and paints, in large or small quantities.

THAT'S THE BOWSER

250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

ECONOMY, CLEANLINESS, SAFETY, CONVENIENCE, LABOR and TIME SAVED

AND, THEREFORE,

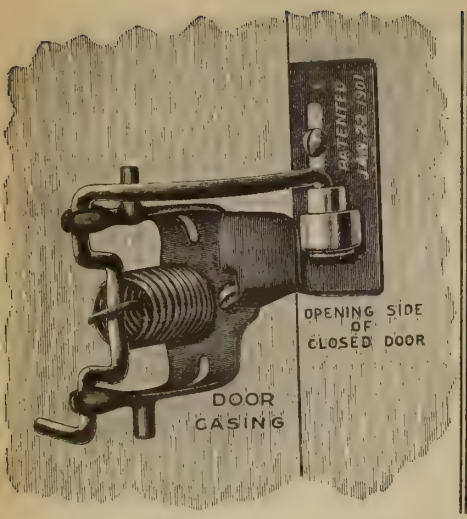
MONEY IN THE DEALER'S POCKET

Catalogue "V" tells how this is accomplished. Send for it to-day.

S. F. Bowser & Co., (Inc.)

FACTORY AND OFFICE:

530 Front St. West - - TORONTO, ONT.



THE MALLORY DOOR CATCH

INDISPENSABLE FOR SCREEN DOORS

This patent device prevents screen doors from standing open. It doesn't matter whether they are sprung or warped—the "MALLORY CATCH" closes them up tight, and there is no possibility of the flies getting in. It keeps the door closed without locking. This new catch can be used on any door and is of great importance for completing the latching and prevents the rebounding of Public Doors.

"THE MALLORY DOOR CATCH SELLS ON SIGHT."

Mounted models for counter use furnished through the jobbing trade.

Manufactured and distributed by

THE NEWBRO MANUFACTURING CO.

15 Chatam St. W., WINDSOR, ONT. and *35-37 Milwaukee Ave. W., DETROIT, MICH.*

All our Plain Back Shovels and Spades have the

SOCKET STRAP

which is a guarantee of durability and strength.

Drop us a post card and we will send you our illustrated catalogue.



See that you get a shovel labeled

"PETERBORO"
"LUNDY"
"IRWIN"
"HILL"

THEY ARE THE BEST IN THE MARKET

The Peterborough Shovel & Tool Co., Limited

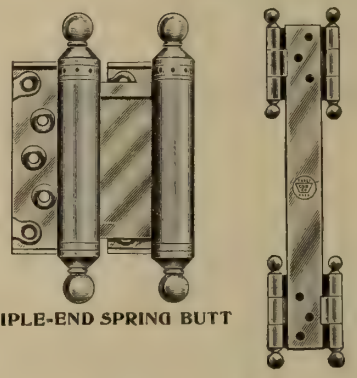
PETERBOROUGH, ONT.

Makers of Solid and Hollow-back Shovels, Spades, Etc.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

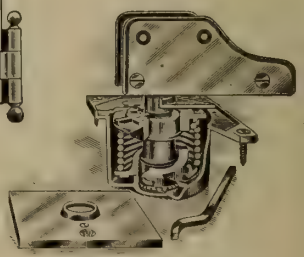
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

ACETYLENE

Generated from Shawinigan Carbide is Most Economical

Large Stock in Montreal Prompt Deliveries

THE CONTINENTAL HEAT & LIGHT CO.

MONTREAL



200 CANDLE POWER OF CLEAR, STEADY LIGHT

The best and cheapest light for STORES, CHURCHES and HOMES.

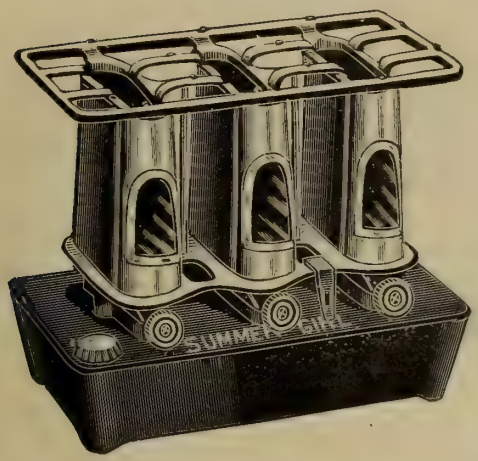
Gives more light than a dozen oil lamps for half the cost. Makes its own gas without smell, smoke, wicks or grease.

Satisfaction Guaranteed. Send for Catalog.

AUER LIGHT CO.——————MONTREAL

Hot Weather Necessities

OIL STOVES



THE "SUMMER GIRL"

Width of Flame 4 inches—1, 2 and 3 Burners.

"GERMAN"

Glass Bottom Stove—1, 2 and 3 Burners.

ICE CREAM FREEZERS

THE "LIGHTNING" AND "AMERICAN TWIN"

In all sizes from 1 to 20 quarts.



"EAGLE" Tin Bottom—2 and 3 Burners.

STANDARD BLUE FLAME WICKLESS OIL AND GASOLINE STOVES—all sizes.

We have on hand a good stock of the above lines at right prices.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

Now is the Time

to sort up, before putting your skates away, and

Sort Up With Canada's New Skates

—a line that we intend to help you sell when the next season opens up.

RETURNED
MAY 9 1906
T. Acme
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page 20
Web.



There's money in it for you and they are guaranteed.

CANADA CYCLE & MOTOR CO., Limited

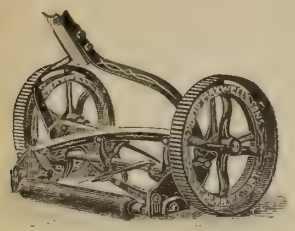
BRANCHES:
Winnipeg, Man. *Vancouver, B.C.*

TORONTO JUNCTION

13

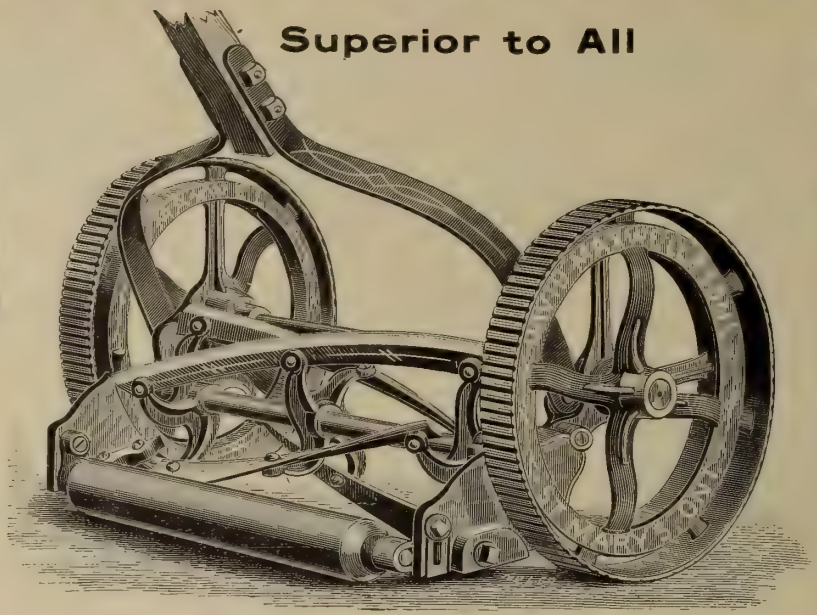
MAXWELL LAWN MOWERS

Maxwell High Wheel



10½ inch. 4 knives; from 12 to 20 inch; made with ordinary or patent BALL BEARINGS.

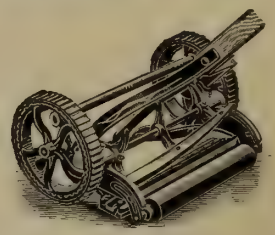
Superior to All



MAXWELL "GIANT" LAWN MOWER

11½ in wheel. Specially suited for BOWLING GREENS and LARGE LAWNS. Patent Maxwell Ball-Bearing. 5 knives.
Made only in 21, 23 and 25 in. sizes.

Maxwell Low Wheel



8 inch. 3 or 4 knives; made from 12 to 18 inch. Quality and weight considered, no other cheap mower approaches it for value.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality
WRITE US DIRECT

If your jobber is not offering *Maxwell Machines* do not accept inferior quality
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DAVID MAXWELL & SONS, ST. MARYS, Ontario, Canada



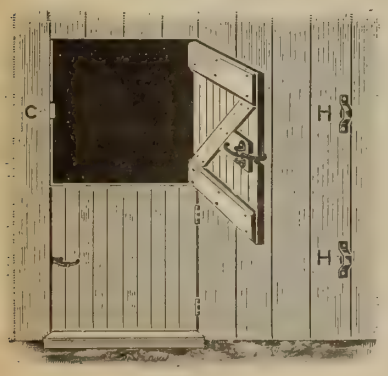
PAGE LAWN FENCE

For Lawns, Gardens, Cemeteries, Parks, Etc.

Galvanized and coated with white enamel paint.

Any height up to 8 feet and any length from 10 feet up. No waste.

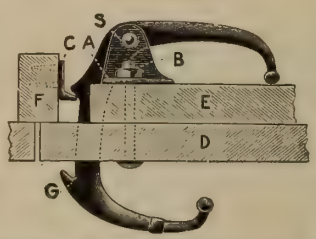
THE PAGE WIRE FENCE CO., Limited
Walkerville Montreal Toronto Winnipeg St. John 411



Louden's Double Acting Door Latch

No more Broken Doors with the Wind

It holds the door closed by engaging the catch C and holds the door open by engaging the bracket H on the wall. To open the door when closed, all to be done is to pull the handle of the latch, and to close when open, do the same. It is a simple, cheap, durable device, and will pay for itself several times every year.



MANUFACTURED BY
LOUDEN MACHINERY CO., - Guelph, Ont.
Manufacturers of Hay Carriers, Barn Door Hangers, Feed and Litter Carriers, Cow Stanchions, etc.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

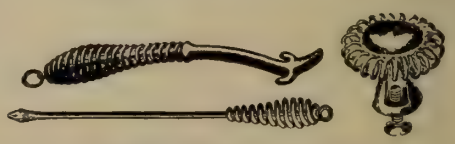
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.

THE TORRIDOOR Combustion Regulator

A NEW AND NOVEL DEVICE FOR SAVING FUEL, EQUALIZING COMBUSTION

and simplifying management of any heating device.

THE JAMES SMART MFG. CO.
BROCKVILLE, ONT.



Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

The Banwell Hoxie Wire Fence Company, Ltd.
Dept. J, Hamilton, Ont.



Stand by the Leader

Some Hardwaremen after being convinced of the selling quality of an article get over impatient at the outset for rapid sales.

It stands to reason that a dealer will sell more

DILLON HINGE-STAY FENCE

after he has been keeping a stock for a while than the first week or two.

The DILLON is the leading wire fence. Put your faith in it; also your energy. The sales will come and stay, and the profits will be sure.

We have a Booklet for you for the asking.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by {**Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.

HOLZMAN BROTHERS

BANKERS

11 Pine St., NEW YORK

Offer exceptional financial facilities to Manufacturers, Importers and Exporters to increase the volume of their business on the security of their accounts receivable.

Arrange to establish and maintain the credit of Selling Agents.

Act as custodians and guarantors for foreign and domestic shippers.

Accounts receivable guaranteed and financed.

SOLARINE

Liquid Metal Polish

The Acknowledged Standard

Genuine Solarine is put up in red label tins with "Old Sol's" face in yellow.

A good seller everywhere. Only try it and be convinced.

Attractive Card sent with order. Address—

H. F. FALKINER, 58-60 George Street, Toronto

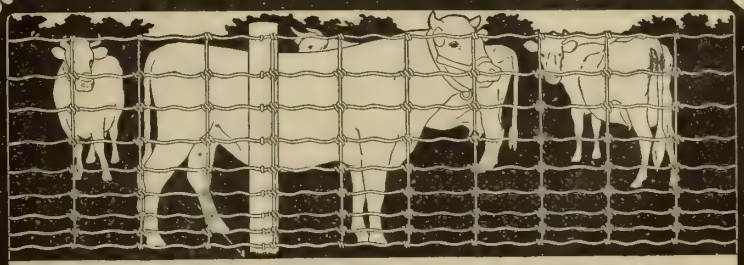
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport.
Emlyn Engineering Works
NEWPORT, MON., ENGLAND

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



Why You Should Sell
THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

McGREGOR-BANWELL FENCE CO., Limited, Dept O, WALKERVILLE, ONTARIO.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.



Pink's Lumbering Tools

MADE IN CANADA

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Round Bill Peavys, Handled in Split Maple

Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants. I can furnish you with the

Brazil Patent Snow Plough and Road Maker; also The DesJardin Patent Log Sleighs

Send for Catalogue and Price List

THOMAS PINK, Pembroke, Ont., Canada.

Long Distance Phono No. 87

Foreign goods have had their day in Canada

:KEEP UP WITH THE TIMES AND ORDER

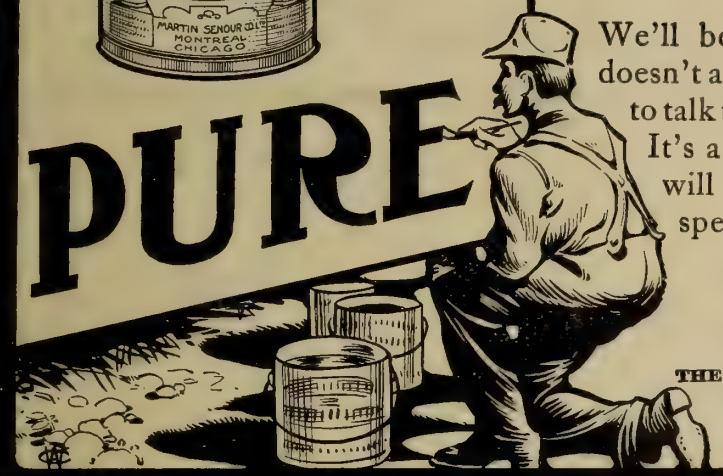
"DOMINION" AMMUNITION

DOMINION AMMUNITION



100 % PURE





Just as Good as it's Painted

Our guarantee is back of the claim. Try it, test it, analyze it if you will, put it to any reasonable degree of wear and tear that any ordinary paint is required to stand. Note its behaviour under any and all conditions of wind, weather and wear, and then tell us your opinion of

THE MARTIN-SENOUR PAINT
100 % Pure

We'll be very much surprised if your testimony doesn't agree with all the rest and that's why we want to talk to you about handling **The Martin-Senour paint.** It's a money maker for the dealer—something it will pay you well to investigate. Ask for our special proposition to agents.

THE MARTIN-SENOUR CO., Ltd.
142-144 Inspector St., Montreal.
2514-2522 Quarry St., Chicago. (Est. 1878)

THE WINNIPEG PAINT & GLASS CO., Ltd.
Winnipeg.

THE MARITIME PAINT & VARNISH CO., Ltd.
Halifax, N. S.



As a Catcher of Mice it is Positively without Equal

HERE'S A MONEY MAKER FOR YOU

A PERFECT MOUSE TRAP

EASY TO SET ***EASY TO BAIT***

SURE TO CATCH

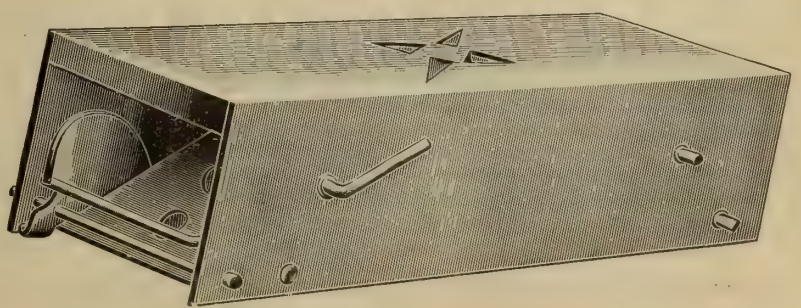
It is set by turning the trap upside down and then simply pressing the lever down as far as it will go.

THAT'S ALL!

It is impossible to bruise or pinch the fingers in any way. There are no delicate wires or catches to adjust; no vicious springs to avoid.

Being made entirely of heavy metal, it can be easily and quickly cleansed by immersing it in boiling water, effectually removing the odor which warns these little beasts from entering a trap in which their companions have suffered death.

Their many Novel and Useful features make them Quick Sellers.



Ask your Jobber for the

Duplex Mouse Trap

WE MANUFACTURE Can Openers, Mincing Knives, Potato Mashers, Mops, Window Cleaners, Towel Rollers, Ironing Boards, etc.,
ALSO Wood Turnings, and Handles of all kinds.

WRITE FOR our ILLUSTRATED CATALOGUE

MADE BY

THE CUMMING MANUFACTURING CO.

LIMITED

RENFREW, ONTARIO, CANADA



Wilcox Sad Irons

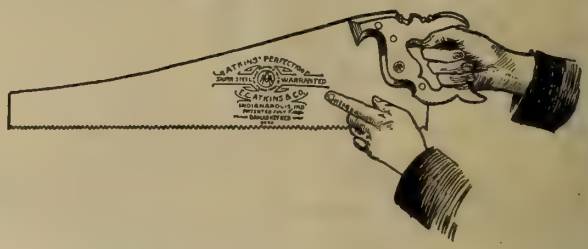
are the best
Irons to handle because
they give
satisfaction.

In Sets or Singly



WILCOX MFG. CO. OF ONTARIO, Limited, London, Can

There's the Saw



Made of **SILVER STEEL**—will hold its keen cutting edge longer without re-filing. Taper ground and balanced just right, it will do its work easily and well. Ask your dealer for

ATKINS' HIGH GRADE SILVER STEEL SAWS

"Finest on Earth"

Write for Universal Time Book and Hand Saw Booklet.

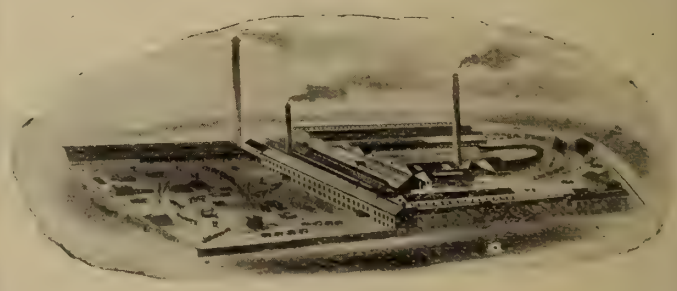
E. C. ATKINS & CO., Inc., FACTORIES AND HOME OFFICE: Indianapolis, U.S.A.

John Summers & Sons, Limited

Hawarden Bridge Works, Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



DEAD FLAT SHEETS, Black or Galvanized.

BEST and CHEAPEST for all kinds of work.

We are the largest makers and give you the

MAXIMUM QUALITY AT
MINIMUM PRICES

Agent: F. Hankin, Montreal

FROTHINGHAM & WORKMAN, LIMITED

HARDWARE, MONTREAL

Steel Shafting.

Polished, Cold Drawn, absolutely straight and true to size.

We have a large stock in rounds and squares.

A list of the sizes in our stock will show how complete it is.

Our stock of all other lines of iron and steel is equally full.

Rounds in stock :

$\frac{3}{16}$ $\frac{1}{4}$ $\frac{5}{16}$ $\frac{3}{8}$ $\frac{7}{16}$ $\frac{1}{2}$ $\frac{9}{16}$ $\frac{5}{8}$

$\frac{3}{4}$ $\frac{13}{16}$ $\frac{7}{8}$ $\frac{15}{16}$ 1 $1\frac{1}{16}$ $1\frac{1}{8}$

$1\frac{3}{16}$ $1\frac{1}{4}$ $1\frac{5}{16}$ $1\frac{3}{8}$ $1\frac{7}{16}$ $1\frac{1}{2}$

$1\frac{5}{8}$ $1\frac{11}{16}$ $1\frac{3}{4}$ $1\frac{15}{16}$ $2\frac{3}{16}$ $2\frac{7}{16}$

$2\frac{11}{16}$ $2\frac{15}{16}$ $3\frac{7}{16}$ $3\frac{15}{16}$ inch.

Squares in Stock :

$\frac{1}{4}$ $\frac{5}{16}$ $\frac{3}{8}$ $\frac{1}{2}$ $\frac{9}{16}$ $\frac{5}{8}$ $\frac{3}{4}$ inch.

Lengths 14, 16, 18 and 20 feet.

Remember our stock of iron and steel is always complete.

Do you stock more than one kind of iron ?

There is a demand for a superior grade of iron for special uses.

A superior grade of iron is often required by **contractors** for parts of hoisting machinery.

Miners demand safety in their hoisting apparatus and require reliable iron.

Lumbermen need iron they can trust to hold their booms of logs, to repair their chains and for various other uses.

There is more money in selling goods of the first class than in seling cheap goods. This is as true of bar iron as of tin pans.

Lowmoor Bar Iron will meet the requirements of anyone who demands a reliable iron.

It has been submitted to all manner of tests, above all to thetest of experience. It has stood the test.

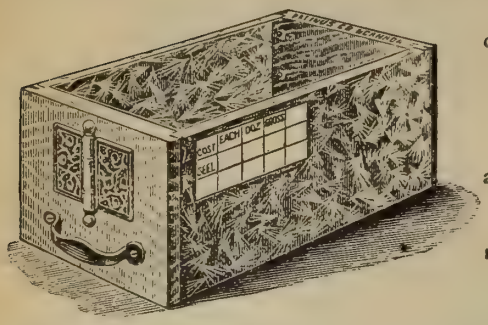
Lowmoor Bar Iron can be sold at a better profit than common iron. It is not subject to competition. It stands by itself.

Stock **Lowmoor Bar Iron** and make money out of your iron business.

FROTHINGHAM & WORKMAN, LIMITED

1809 HARDWARE, MONTREAL 1906

LOWER PRICE and BETTER SERVICE



Why should a hardwareman pay his good money and waste his good shelf space on wood drawers when he can get the

BENNETT PATENT SHELF BOX

at less cost and less consumption of space?

This box has fine oak front in hard oil finish and metal sides. It never tears the shelves or scratches the fingers. It lasts an infinitely long time.

Send us a postcard and get a booklet on "How to Save."

CAMERON & CAMPBELL, Toronto, Sole Manufacturers for Canada

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL

DIAMOND ENAMELED WARE

EVERY PIECE GUARANTEED

The product of *Canadian enterprise* and *Canadian workmen*



Our travellers are now showing samples

KEMP MANUFACTURING CO., TORONTO, ONT.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

HARDWARE AND STOVE DEALERS ORGANIZE

Successful Convention Held in Toronto, on Good Friday. An Ontario Association Organized and Another Convention Called for May 15-16.

Most encouraging was the response to the hurried call sent out for a convention of Ontario hardware and stove dealers to be held in Toronto on Good Friday. For almost a year a series of articles and letters favoring organization had been appearing in Hardware and Metal, but while there seemed to be a unanimity of opinion that an association was required there was almost as unanimous a desire that somebody else should take the initiative in calling the convention. Even after Mr. Humphries, of Parkhill, had offered early in March to take the initiative if others would back him up the matter dragged along. Finally just about ten days before the holiday Mr. Mowat, of Trenton, wrote to Hardware and Metal asking if the convention was to be held, and his inquiry was followed by two or three others. A hurried consultation was held and as there seemed to be at least half a dozen men in earnest, Mr. Humphries took the responsibility for issuing the call and it was published in Hardware and Metal of April 7, just a week before the holiday. Beyond notifying about two dozen who had sent correspondence regarding the convention no other notification was sent the trade and the response as shown in the list given below was, therefore, especially gratifying.

As one of the speakers at the convention said no movement that had ever lived had been started off with a large attendance. There were always the few who were prepared to make the required sacrifices and undertake the preliminary work as well as the many who would fall in line after the work of organization had been done and the association looked as though it would be a success. There was a sufficiently large attendance on Good Friday to agree upon the necessity of an association and to do the preliminary work of organization. In the face of many difficulties they did this well, wisely leaving the contentious question as to the future affiliation of the association to a larger and more representative convention to be held in the middle of May.

List of Delegates.

Those present at the convention were :

A. W. Humphries, of A. W. Humphries & Son, Parkhill.

W. G. Scott, of Scott & Murphy, Mount Forest.

J. R. Hambly, Barrie.

John Caslor, Toronto.

R. J. Walkem, Tottenham.

Fred W. Otton, of H. H. Otton & Son, Barrie.

John Taylor, of Taylor Bros., Carleton Place.

H. M. Mowat, of Mowat Hardware Co., Trenton.

John McDonald, of John McDonald & Son, Canfield.

D. H. Becker, New Hamburg.

W. G. Pow, of W. R. Hobbs, Tillsonburg.

J. W. Peacock, Toronto.

F. A. Ricard, of Ricard Bros., Verner.

J. Conrad, of Conrad Bros., Waterloo.

J. Coffey, Barrie.

J. R. Callanan, of D. & H. Becker, New Hamburg.

Austin Eaton, of Gurney Oxford Stove Co., Toronto.

S. A. Brubacher, Berlin, representing W. J. McMurtry, T. Buchanan, Fraser Hardware Co., and C. R. Banks, Galt, and G. E. Potter, J. Fennell & Son, and Peter Hymmen, Berlin.

H. T. Hunter, Toronto.

Weston Wrigley, Toronto.

Letters were also received from the following announcing their desire to see an association formed :

James Purvis, of Purvis Bros., Sudbury.

J. Walton Peart, of St. Mary's Hardware, St. Mary's.

J. E. Westcott, Ailsa Craig.

T. N. Dunn, Ingersoll.

W. A. Matthews, of Ross & Matthews, Cannington.

O. M. Hodson, Bolton.

CALL FOR CONVENTION

As decided by the Convention of Hardware Merchants held in Toronto, on Good Friday, all hardware and stove dealers in Ontario are invited to attend another convention to complete the work of organization, on Tuesday and Wednesday, May 15th and 16th, 1906, at St. George's Hall, Toronto. Opening meeting at 10 a.m.

This call is issued jointly by the Provincial Officers of the Retail Hardware and Stove Dealers' Association of Ontario, and the Retail Merchants' Association of Canada.

Special rates will be procurable on all railways as follows :

If 300 are in attendance, single fare ; if 50 or more, fare and one-third. Every delegate should procure a certificate from the railway agent when purchasing his ticket for Toronto.

E. M. Trowern, Secretary, Retail Merchants' Association of Canada.

Weston Wrigley, Secretary, Retail Hardware and Stove Dealers' Association of Ontario.

F. W. Jeffrey, Midland.

V. D. McPherson, Woodville.

C. E. Noble, Dundalk.

A. W. Humphries, mayor of Parkhill, who has taken an active interest in the work for some time past, was moved to the chair, and Weston Wrigley, editor of Hardware and Metal, was elected secretary. Mr. Humphries, after calling the meeting to order, read a short paper on the needs and advantages of such an organization, as follows :

The Convenor's Address.

"It gives me pleasure to meet so many hardwaremen here to-day in answer to the request made in Hardware and Metal only one week ago. This in itself is an evidence of the fact that an organization of the hardwaremen in Old Ontario is needed and desired.

"It would seem to me to be impossible to crowd all the business we would like to transact into the short time at our disposal, but it would be a good thing for us to have a heart-to-heart talk on a few of the principal things that concern us all as hardwaremen. No doubt we each have our own opinions as to what is the most important business to transact, but I would think the question that we should first consider is, 'Shall we organize an association ?'

"I believe we are a little late in forming this association, but an old saying is, 'it is better late than never.' We look around and we see organizations of grocers, drygoodsmen, plumbers, painters, druggists, and even hod carriers and laborers. They attend their meetings, where they make their rules and set their prices. Why should we not have some such organization ? It is not because we have no grievances, or that it is not needed ; it is because no one has ever taken the initiative. We have an excellent paper in Hardware and Metal. It has a large circulation, is closely read and is considered an authority, and I may say that it is largely due to its interest in the hardware trade that we are here to-day, and that this organization is about to become a fact.

"What will be the objects of this association ? I will suggest some things that we might well consider : There is the cutting of prices among retailers, the selling of goods by wholesalers to men not in business, the credit system and the excessive freight and express rates.

"Gentlemen, if we decide to go on here to-day, let every man be an enthusiast. If we organize, let us go into the organization heartily and with a will, and it will be a success. If we are careless and indifferent it will fall to the ground."

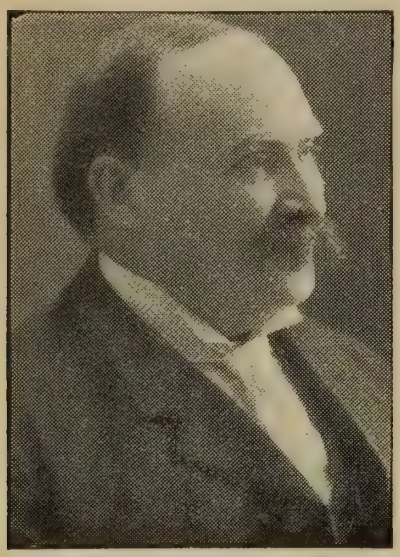
An expression of opinion was then asked from the delegates present, when it was conceded by all that the hardwaremen must do something if they would prevent their trade from being altogether demoralized.

Trade Evils Complained of.

J. R. Hambly, Barrie, said he had thought a great deal about the movement and he was in fullest sympathy with it. Although in Barrie the hardware merchants worked together and there was not the cutting that he understood existed in other towns, still there had been great trouble caused from this source in the smaller places around.

W. G. Scott, Mount Forest, said he thought the hardwaremen were the slowest of all the tradesmen in the province. "Everything is organized," said Mr. Scott, "and why not our trade ? The wholesalers have reduced their terms in some cases from six months to ten days and while the hardwareman is compelled to pay cash for his goods, he has to give time to his customers, and usually has to wait until the end of the year for his money. The customer presumes upon the good nature of the dealer, and there is no redress." Mr. Scott spoke of an organization that was once formed, and

was doing very well until some members thought they could import their goods and do away with the wholesale houses; this was wrong. He spoke also of the way in which druggists were handling lamp goods, cutlery, oils, paints, brush-



A. W. Humphries, Parkhill,
Pr sident of Retail Hardware and Stove Dealers' Association.

es and varnishes, and it was only a short time ago, too, that the druggists tried to have legislation passed to prohibit hardwaremen selling paris green. Paying cartage to the wholesalers at point of shipment was another thing to be remedied. This was sometimes charged when a siding ran right into the warehouse, and no cartage necessary. The railway and the express people must also be brought to time, said Mr. Scott.

W. G. Pow, of Tillsonburg, spoke of trouble often made by the publication of wholesale prices in the daily newspapers. These prices were misleading to the customer as to the profits made on goods.

R. J. Walkem, Tottenham, told of how churns, fence wire, rope, etc., were sold by implement dealers below cost to further the other end of their business.

The Old Association.

John Caslor, who was treasurer of the Hardware Dealers' Association organized four years ago, recalled the prosperity they had until they affiliated with the Retail Merchants' Association, after which they did not get along very well and soon were forced to disband. Mr. Caslor believed the interests of the hardwaremen could be best served by standing on their own feet independent of the Retail Merchants' Association. He cited cases where during the life of the old association many grievances were removed. In paint they insisted that the manufacturers should not sell to those who cut all the profit away, and they won their point. Mr. Caslor concluded by saying he did not see why goods should be sold without a profit.

F. W. Otton, of Barrie, said he was certain the trade was being held up by the express and the railroad people, and he thought, too, that something should be done to stop wholesale houses selling to contractors. He told of cases where small builders bought goods cheaper than he could buy them.

H. M. Mowat, of Trenton, after expressing hope that the good work commenced will go on, instanced his own case where not one cent had been made on $6,000 worth of certain goods he sold last year. These were staples such as cement, nails and wire.

Sympathy with the movement was also expressed by D. Becker, of New Hamburg, who thought a good organizer should go from county to county and do missionary work.

J. Taylor, of Taylor Bros., Carleton Place, said his firm never paid cartage charges when the contracts read F.O.B. place of shipment. He said the excessive charges in express rates were often errors, and recommended that merchants have a copy of express tariff for continual reference. He thought that the boxing charges by manufacturers and jobbers were an outrage, and said the dealers did not get paid for wrapping paper when they sent goods out. He also spoke of the extra charges made by railway companies on combined shipments, and the evils of price-cutting so prevalent just now, and in closing said that the wholesale hardwaremen were imposing on the retailers just a little too much.

Others spoke along similar lines and brought to light many grievances that had to be removed if those in the trade were to make a living profit at all, and all felt that the time had come when organized effort was needed.

Committees were appointed as follows:

On permanent organization, John Caslor, Toronto, F. W. Otton, Barrie, and John Taylor, Carleton Place.

On procedure, R. J. Walkem, Tottenham, S. Brubacker, Berlin, and J. R. Hambly, Barrie.

On resolutions, J. Conrad, Waterloo, J. W. Peacock, Toronto, W. G. Pow, Tillsonburg, and Austin Eaton, Toronto

AFTERNOON SESSION.

The convention adjourned at 12.45 and reassembled at 2.15, when the committee reports were received. The committee on procedure's order of business was adopted, as was also a resolution reported by the resolution committee favoring the organization of an association of hardware and stove dealers. The committee on permanent organization reported: "That we are in favor of organizing a retail hardware and stove dealers' association for the Province of Ontario. Through this medium we hope to bring all the retail hardware and stove dealers of Ontario into closer sympathy one with another whereby the grievances peculiar to each locality may by concerted action be adjusted or eliminated. We also recommend that an annual fee of ten dollars, payable semi-annually, be charged each member." On motion the report was adopted minus the clause relating to fees, which was laid on the table for further discussion.

Addresses were then delivered by E. M. Trowern, secretary of the Retail Merchants' Association of Canada, and H. N. Joy, of the Joy Manufacturing Co., of Toronto. E. R. Rogers, former chairman of the defunct hardware section of the Retail Merchants' Association, was invited to be present but was unable to attend.

Mr. Trowern's Address.

Mr. Trowern commenced by saying that any effort to form a retail hardware merchants' association separate from the Dominion Retail Merchants' Association would be a step backwards. "In the retail jewellers' association," said he, "we were absolutely helpless, and it is from the experience I gained in this attempt that I have learned that we must work with the Retail Merchants' Association. The manufacturers work in a whole organization, as do also the labor unions. They are united in aim though their interests are sectional, and you might just as well try to raise yourself up by your boot straps as to succeed separately. What could you have done with the Assessment Act? Nothing. By united action we have made more money than will pay your fees for twenty years. What can you do in the collection of small debts? What can you do as hardwaremen in the way of legislation for the collection of small debts? Absolutely nothing. When we were formed ten years ago we found we were handicapped because we were not sufficiently organized. We appealed to our wholesale houses and they immediately asked us how far our organization extended.

I visited Winnipeg at the time of the retail merchants' convention and laid our claims before them, and they saw the same difficulty we saw in Ontario. They had formed their different sections of trades but found they could do nothing without the larger association, and for you to try to form a separate association. I say again, is a step backward. How are you to establish your organization in every part of the country? Our organizer calls on every branch of the trade when he is in a town, but the hardware organizer must spend all his labors for only one trade. Whatever you do, do it right. Don't try to pull down what other merchants have built up." Mr. Trowern went on to say that they had every decent hardwareman in over one hundred towns in Ontario already in an organization.



J. R. Hambly, Barrie,
Second Vice-President Retail Hardware and Stove Dealers' Association.

Secretary Wrigley replied to this last statement by calling attention to the large number of men present who knew nothing of any such organization, several of them being from towns where a hardware branch of the Retail Merchants'

Association was supposed to exist, and referred to letters from several hardwaremen in other such towns expressing a hope that a purely hardware association be formed. In reply to a question from Mr. Wrigley as to whether a re-



Weston Wrigley, Toronto,
Secretary Retail Hardware and Stove Dealers' Association.

tail hardware dealers' association would have the co-operation of the Retail Merchants' Association, Mr. Trowern said: "I may as well make myself clear on this thing; if you go ahead and form an independent association you may expect to receive absolutely no help or co-operation whatever from us."

Mr. Trowern's whole attitude throughout the meeting seemed to be antagonistic and defiant, and his expressions were not well received by those who had the interests of the trade at heart. Very few of those present had ever heard of the organization said to exist and those who did know of it expressed themselves as being dissatisfied with it and in favor of a distinct and separate organization that could deal with grievances peculiar to the trade. In many groceries and general stores hardware lines were carried simply as a bait, and it would certainly seem that the general organization would have a great deal of trouble in dealing with such cases when they were all in the same organization. Mr. Trowern finally admitted that the hardware section of the Retail Merchants' Association had no officers and had never held a meeting, although membership fees had been collected from many hardware merchants by the association of which he was secretary.

Man of Experience Speaks.

H. N. Joy, of the Joy Manufacturing Co., Toronto, who had been for many years connected with the National Hardware Association, and president of the Retail Hardware and Stove Dealers' Association of North Dakota, spoke of the good results they had achieved. "Trade organizations are necessary," said Mr. Joy. "It may be that you can accomplish more work by being banded with other bodies, but my experience has been that in the hardware trade they have made a failure of it whenever joined to another organization. This was particularly true of South Dakota, where the hardware merchants had first joined a retail merchants' association, and being outvoted and failing to have their grievances adjusted, at last had to withdraw and form a purely hardware and stove dealers' association. The hardwaremen in North Dakota meet yearly and are eager to attend conventions. They devise ways and means to overcome difficulties, and give and receive advice for the general welfare of the trade. I am thoroughly committed to the idea of an independent organization, and if I were eligible for membership I would use my vote and experience in forming an independent association. The elements of success," said Mr. Joy, "are faith and persistency of a few. You can do just as well in matters of legislation as you could were you in with the Retail Merchants' Association, and there are some things which you can do only when independent."

S. Brubacker, Berlin, who represented several hardwaremen in Waterloo county, spoke on the advantages of an affiliation with the Retail Merchants' Association, he being Western Ontario organizer for the association. He read a list of 112 towns and cities in Ontario in which the hardwaremen are said to be already organized in his association.

The Dues Question.

H. T. Hunter, Toronto, speaking of the dues members should pay, did not favor a merely nominal amount, but thought the interests of the organization could be best served by the adoption of a reasonably large fee. He would rather, he said, ask a man for $10 than for $2 were he soliciting membership. With the payment of the larger amount the dealer would naturally take a deeper interest in the association, would feel that it was strong and organized for a purpose. With a small fee there might exist a feeling that the association did not amount to much. If the association could not make itself worth $10 per year to its members it was hardly worth organizing it.

Following this general discussion it was decided that the name of the association was to be the "Retail Hardware and Stove Dealers' Association of the Province of Ontario," and the provisional officers elected were instructed to confer with a committee of the hardware dealers now in the Retail Merchants' Association with a view to holding a joint convention of all hardware and stove dealers in Ontario in Toronto on May 15 and 16, when a decision will be reached on the question of affiliating with the Retail Merchants' Association as a hardware section or of organizing as a distinctly hardware and stove dealers' organization, co-operating only with other merchants' associations in matters of legislation and regarding evils jointly affecting these various branches of trade.

Officers Elected.

The election of provisional officers was then proceeded with, those chosen being as follows:

A. W. Humphries, Parkhill, president.
W. G. Scott, Mount Forest, first vice-president.
J. R. Hambly, Barrie, second vice-president.
John Caslor, Toronto, treasurer.
Weston Wrigley, Toronto, secretary.

The various details of the provisional organization were left in the hands of the officers as an executive committee until the big convention on May 15 and the convention adjourned at 5 p.m.

CONVENTION ECHOES.

J. E. Westcott, Ailsa Craig, in a letter stating that he would be unable to attend the convention, said: "The whole movement has my entire sympathy and I am perfectly willing to do my share towards forming an association which we all know is so badly needed."

O. M. Hodson, Bolton, expected to attend the convention but was unable to do so. He states that he has sold his business and will be willing to assist in the work of organization as he had intended taking up the work of forming an association as soon as he had completed his collections.

W. A. Matthews, Cannington, wrote saying that a branch of the Retail Merchants' Association had been organized there. "We were led to believe that the above association was covering all the lines and that the different branches of business could meet and do business peculiar to their class," said Mr. Matthews.

J. R. Hambly, Barrie, was formerly of the firm of Hambly & Baker. Mr. Baker, however, disposed of his share of the business to Mr. Hambly in February after being a member of the firm for three years.

W. G. Scott, of Mount Forest, was taken ill on his return from the convention and is now under the doctor's care. Being also a delegate to the Lacrosse Association convention on Good Friday he was unable to attend the afternoon session. He left a most favorable impression with his fellow hardwaremen, however, owing to his short, business-like addresses during the morning. He



John Caslor, Toronto.
Treasurer Retail Hardware and Stove Dealers' Association.

stated that he was a member of the Mount Forest branch of the Retail Merchants' Association, but was decidedly opposed to the new hardware association becoming a branch of that body. He would retain his membership in the re-

tail merchants, but he wanted to be a member of a purely hardware organization. In the Retail Merchants' Association he had no way of combatting the druggist who sold the numerous hardware lines and wanted to prevent him selling paris green.

The suggestion thrown out by John Taylor, Carleton Place, that the trade refuse to pay cartage fees, charging them back to the jobbers in accordance with the f.o.b. clause in the purchasing agreement, was considered worth sufficient to pay every delegate's expenses to the convention. "If f.o.b. means anything," said Mr. Taylor, "it means free on board the cars at the shipping point."

President Humphries, as mayor of Parkhill, recently fought the representatives of the Grand Trunk and Canadian Pacific to a standstill before the Railway Commission, winning every point contended for and forcing the railways to instal an electric flash and bell apparatus at a dangerous crossing in his town, this being the only one of these life-saving devices yet installed in Canada.

The attendance at the convention of three clerks, Messrs. Pow, Coffey and Callanan, indicates keen interest in the organization by the salesmen and is a proof of their progressiveness. Mr. Callanan made a good point when he said he, as a clerk, found it difficult to meet the price-cutting done by merchants who sold their own goods. They could cut prices but he could not do so. With an association this evil could be remedied.

F. A. Ricard, of Verner, told of the peculiar difficulties of doing business in New Ontario. In spite of high freight rates wire goods had to be sold at less than cost because of general store competition. Mr. Ricard said he couldn't speak the English language very well, but before he got through the delegates agreed that if he had any more to learn he would be near the top of his class when the lesson was finished.

J. Walton Peart, of the St. Marys Hardware Company, wrote as follows: "I regret very much that I shall not be able to attend the organization meeting on Friday next in the flesh, but can assure you I will be with you in the spirit. Having until quite recently been engaged as accountant with the Maxwell firm here, my experience has taught me the benefit to be derived from organizations such as is now proposed for retailers, an organization which my short experience in the retail business has shown me is absolutely essential to the keeping of the retail hardware upon a basis where at least a fair profit is obtainable. C. E. Noble's complaints in to-day's issue of Hardware and Metal hit conditions here pretty fairly. We have a flour and feed store which handles a few lines of small hardware, some shovels, forks and a few other lines at such a low margin as to leave us with very little profit, and we also have the competition of a 'Parson's Fair' store, which requires no comment. If retailers could combine and give such 'side liners' to understand that if they did not get fair margins of profit the wholesale houses would be induced to cut off their supply, good results might accrue, but certainly no other course will do it. Wire nails, for example, are selling here at $2.16 base, turpentine at $1.10, boiled oil at 57c., etc., and unless something is done the matter looks serious—in short, we will all have to go west. Freight rates, cartage at shipping points, insurance, peddlers' fees, central buying office, collection of old accounts, and many other matters might be very well discussed at your meeting and I most sincerely hope that you will have a good turnout, and if not large, I hope it may be sufficiently enthusiastic to warrant and insure the organization of a live and useful association for the retailer. Any duties that may be assigned to me personally I shall be happy to look after to the best of my ability, and if my experience with accounts and general office work can be of any service to you I am at your command at any time. You may enroll the St. Marys Hardware as a member, with their best wishes for your success."

James Purvis, of Purvis Bros., Sudbury, wrote saying: "I am heartily in sympathy with any improvement that will lead to a better understanding between hardwaremen and incidentally of better profits than we now get on many of the leading staples, such as wire nails, barbed wire, white lead, linseed oil. Maple Leaf cross-cut saws, bar iron, and many other lines which I could mention. If the average hardwareman will sit down and figure up what the big staples in his business amount to and on which he practically loses money, he will see what a disproportionate amount of profit he is asking his other lines to bear, if he means to keep out of the hands of the sheriff. I regret that I will be unable to be present at this meeting for organization, but can assure the hardware trade that anything I can do in reason to promote more satisfactory conditions in the hardware trade in my section I will have much pleasure in doing it."

WELL KNOWN HARDWAREMAN DEAD.

John M. Bond, president of the Bond Hardware Co., of Guelph, died with startling suddenness Tuesday while in Montreal. Mr. Bond reached Montreal on Monday, 16th inst., and registered at the Windsor. He appeared in good health and in the afternoon attended the Practice Court where he was defendant in a small suit brought against the company by an agent in connection with commission. Mr. Bond was in the witness box giving evidence and was being examined by Mr. Andrew Macmaster. The testimony had barely commenced when Mr. Bond was seen to raise his hand to his left side, and was seized with a choking sensation. The case was stopped, and Mr. Bond was removed from the room, placed in a cab and driven to St. Lawrence Hall, accompanied by Mr. F. S. McLennan, K.C., and Mr. J. S. Miller, secretary-treasurer of the Bond Co. On arriving at the hall it was at once seen that Mr. Bond's condition was very serious, and he was driven to the Royal Victoria Hospital. On reaching that institution Dr. Cameron pronounced Mr. Bond to be dead. Heart disease is given as the cause. The late Mr. Bond had many friends in Montreal and Toronto, where in business circles he was well known. He had large real estate interests in Montreal and owned considerable property on Craig street. He was 69 years of age and was reported to have been enjoying good health up to the time of the attack on Monday last. The body was removed to Guelph for interment.

Mr. Bond, it will be remembered, was a passenger on the wrecked Scotsman some years ago, one of the Dominion liners, and at the time was aided by the Montreal police in recovering some of his property which was lost on Belle Isle where the unlucky passengers had been landed.

For the past half century he has been engaged in the hardware business at Guelph. He was born in Queen's County, Ireland, and when he first came to Canada engaged with the late Rice Lewis of Toronto. In 1865 he located at Guelph and for two or three years was associated with the Mulholland hardware business. He then assumed proprietorship of the business. A year ago the business was converted into a joint stock company.

TRAVELER'S SUDDEN DEATH.

Death came suddenly last week to Duncan S. Macintyre, a well known hardware dealer of Montreal, and latterly of the Sur-Coat Manufacturing Co., of Detroit and Windsor,. Deceased was stricken with appoplexy in the King Edward Hotel, Toronto, and died in the Emergency Hospital a few hours later. Mr. Macintyre had just passed his fiftieth birthday and was widely known in Montreal where he resided for many years.

The first work in which he engaged, after graduating from Upper Canada College, Toronto, was with the old firm firm of Benny, Macpherson & Co, of Montreal, who were for many years prominent in hardware circles. After severing his connection with this firm Mr. Macintyre engaged in business for himself, his principal line being railway supplies.

He was a son of the late John Macintyre, of Fort William, for many years a Hudson Bay factor and later Government Indian agent.

BINDER TWINE PRICES.

Attention has been called to the agreement made between the Ontario Government and W. B. Converse, manufacturer of binder twine at the Central Prison, wherein it is provided that twine shall be sold to farmers in Ontario at an advance of one cent a pound on the price of manufacturing. The result of this agreement fixes the price of binder twine at 9c., 10c. and 11c. per pound, according to the lengths, or equal to one cent a pound less than dealers are paying other manufacturers for it. It will be remembered, though, that a similar agreement to this has existed during the past year without any detriment to the trade. The binder twine output of Central Prison is, at the most, only a small amount compared with what other manufacturers produce, and heretofore it has not been a factor in price setting.

HARDWARE TRADE GOSSIP

Ontario.

Bennett & Co., machinists, Essex, have assigned.

Joseph Laing, of Joseph Laing & Son, Ridgetown, is dead.

Warden King, of Montreal, was in Toronto on Wednesday.

Louis Payette, of Montreal, was in Toronto during the week.

J. M. Robertson, Tweed, spent the Easter holidays in Toronto.

S. Norfolk, blacksmith, Latchford, is laying in a stock of hardware.

Mr. Davey, of Ingram & Davey, St. Thomas, is laid up in the hospital with a rather serious illness.

Ira and Bert Gerry will open a hardware store on May 1 at Fort William, and will be known as Gerry Bros.

George Hope, of Adam Hope & Company, metal merchants, Hamilton, was a visitor in Toronto during the week.

H. F. Foster, of the James Robertson Company, Toronto, is recovering from a severe attack of rheumatic fever.

Drummond, McCall & Company are moving into their new metal warehouse at 86 Front street east, Toronto, this week.

J. W. Falls & Son, Wiarton, who recently sold their hardware stock to Messrs. Kyle & Hunter, are now engaged in manufacturing small gasoline engines and row boats.

W. J. Wall, Montreal, Canadian representative of the J. L. Mott Iron Works, New York, was a visitor in Toronto this week, going on to Hamilton and New York on Thursday.

W. A. Duncan has succeeded Frank L. Maddock as one of the Western Ontario representatives of the Kemp Manufacturing Company, W. A. Thayer, of the sales department, succeeding Mr. Duncan as city traveler in Toronto.

Quebec.

Vermette & Corriveau have been registered as hardware merchants at Montreal.

E. B. Ryan, of the staff of Lewis Bros. Company, spent the holidays in New York.

W. H. Graham, of J. H. Graham & Company, New York, was in Montreal this week.

W. H. Evans, of the Canada Paint Company, spent the Easter holidays in New York.

J. B. Learmont, of Caverhill, Learmont & Company, has gone south for a short holiday.

Wm. McMaster, managing director of the Montreal Rolling Mills Company, is expected home on May 1.

J. H. Helm, of Port Hope, called on some of the leading wholesale houses in Montreal early in the week.

J. E. Majeau, of L'Epiphanie, and Alfred Majeau, of Joliette, spent their Easter holidays in Montreal.

P. Gaudet, a well known merchant of St. Ours, Que., was in Montreal this week ordering some new stock.

W. R. Stavert, the capable Montreal representative of the Jenkins valves, Boston, reports trade in his lines excellent.

T. H. Newman, of Caverhill, Learmont & Co., returned from New York on Monday after an extended sojourn down south.

Albert Pontbriand, of the Pontbriand Company, Sorel, visited Montreal for Easter and took advantage of the trip to lay in a new stock of special lines.

J. B. Smith, acting secretary of the Lewis Bros. Company, is receiving the condolence of the trade in the death of his father, which took place last Monday.

D. Lorne McGibbon, managing director of the Canadian Rubber Company, of Montreal, who is now holidaying in the Bermudas, is expected home on the 26th.

J. Craig is the latest acquisition to the sales staff of the Lewis Bros. Company. He spent this week in Montreal prior to taking up his territory in Ontario and will make his headquarters Toronto.

Among the visitors to Montreal this week were N. Nemo, of the Canadian Company of South Paspebiac; W. B. Sweet, of Mountain; T. Haskell, of the Haskell Lumber Co., of Fassett; and E. E. Johnston, of Lansdowne.

The F. W. Powell Roofing Company have recently erected on the new C. W. Lindsay Company's up town piano warehouse what is described by Mr. Powell as the largest metal cornice ever put up in Montreal. The work is certainly very beautiful and has been much praised in the trade.

The James Walker Hardware Company have moved into their handsome new premises on St. James street, Montreal, just opposite their former stand. The new store is a model of modern completeness and reaches through to Notre Dame street, showing a nice frontage on two streets.

W. F. Canavan, one of the most energetic of Montreal's young manufacturers' agents, has secured the sole agency for the east of the Forsyth Manufacturing Company, of Buffalo, N.Y. This firm make an attractive line of bath room accessories, such as brush holders, towel bars, tumbler holders, etc.

D. Colville, of the David Colville & Sons Company, Motherwell, Scotland, is visiting Montreal and Canada just now. His firm is one of the largest makers of steel plates in the Old Country. They are manufacturers to the admiralty, and their brand, the "Dalziel," is one of the most reliable and best known in the trade.

Western Canada.

Hunter Smith, of Brandon, was in Winnipeg last week.

It is rumored that a new hardware store is to be opened in Balcarres.

Geo. McIntosh, Vonda, Sask., is about ready to open up his new hardware store.

A new hardware store has been started in Lemberg, Sask., by Marshall & Whittlaufer.

The Lemberg Hardware Co., of Lemberg, Sask., have sold out their business to Teskey Bros.

G. F. Stephens returned to Winnipeg early in the month from a short pleasure trip to California.

John A. Thomson, hardware merchant of Elm Creek, Man., was in Winnipeg last week on a business and pleasure trip.

J. Taylor Webb, Winnipeg manager of the Thos. Davidson Mfg. Co., has been seriously ill during the last fortnight, but he is now rapidly recovering.

Marshall-Wells Co., of Winnipeg, are sending to their customers a memorial letter announcing the recent death of their vice-president and manager, W. G. McFarlane.

Burglars attempted an entry to the hardware store of C. A. Baskerville, Winnipeg, one night last week, but an alarm being given in time they secured no goods or money.

The Moose Mountain Hardware & Lumber Co. are pulling down their old warehouse in Arcola and building an up-to-date hardware store and new lumber sheds. The main store will be 70 x 25 feet in dimensions. It will be lighted with acetylene gas and will have a metallic ceiling.

Secretary J. E. McRobie, of the Western Retail Hardware Association, was in Lemberg last week attending a local organization meeting of the hardware dealers of the Kirkella district. A large number of hardwaremen were in attendance and a meeting that began at 9 p.m. did not break up until 2.30 the next morning. A. A. Hunt, of Hunt & Ross, Abernethy, was elected chairman for the district.

PRESENTATION TO R. J. YONGE.

At a complimentary banquet tendered to Hon. Rudolphe Lemieux, solicitor general, and Mr. R. J. Yonge, former general secretary of the Canadian Manufacturers' Association, by the Toronto branch of that association on Thursday evening, Mr. Yonge, who is now sales manager of the Canadian Rubber Co., was presented with an illuminated address together with a gold watch, chain and locket as a token of their appreciation of his labors while secretary of the association. C. C. Ballantyne, Montreal, president of the association, made the presentation and announced that Mr. Yonge had that afternoon been accepted as a full fledged member of the body of which he had been secretary. W. S. Fisher, of Emerson & Fisher, St. John, was to have been present at the banquet but was detained.

NOW

a range with the pouch feed is better than a range without that feature; and a range to have the pouch feed must be one of the Royal Family.

Royal Corona Range

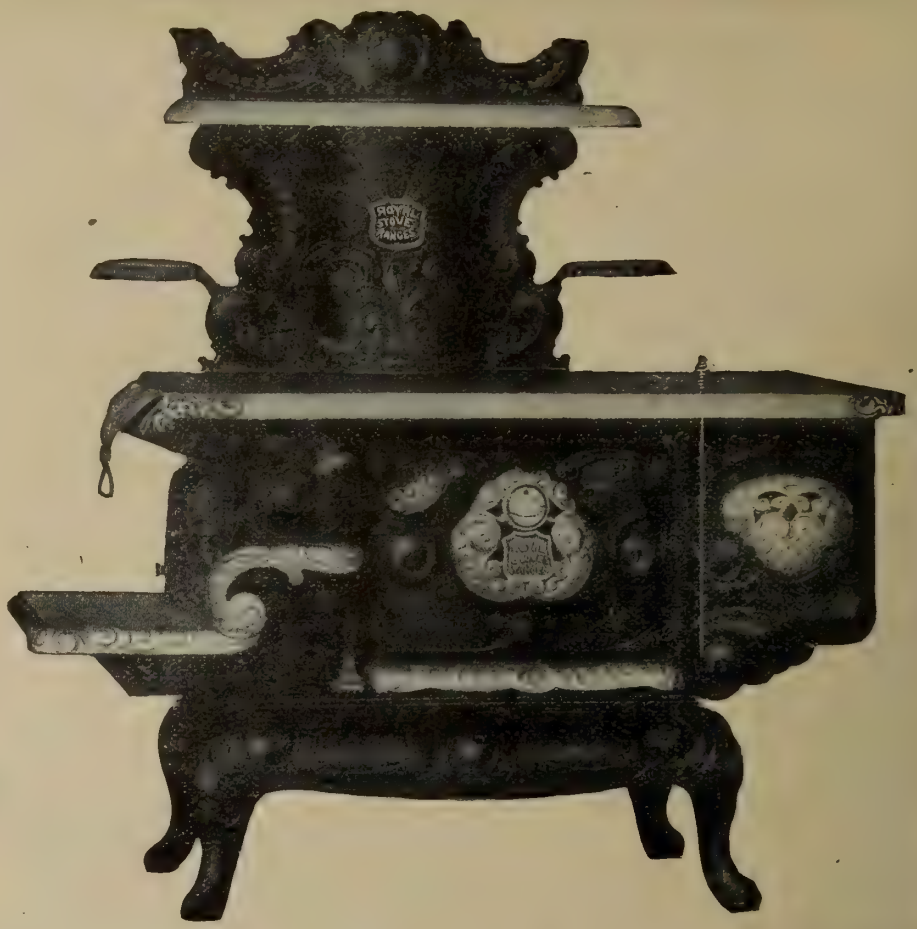
with its simple, yet perfect, construction, makes kitchen work a pleasure.

If a dealer wants to have quick sales let him put in one or two "CORONAS." They sell on sight.

Canada Stove Works

HARRISTON, ONT.

Makers of "ROYAL" STOVES and RANGES.



YOUR SPRING SALES



"SAMSON" HAND DELIVERY CANS.

You can help your spring trade by handling these lines.

"Samson" goods are becoming more popular every year and are now specified by many dairymen.

We can ship all lines promptly.



"SAMSON" RAILROAD OR DELIVERY CANS

"SAMSON" MILK CANS. "SAMSON" TRIMMINGS.

TINNED IRON FOR CHEESE FACTORY USE

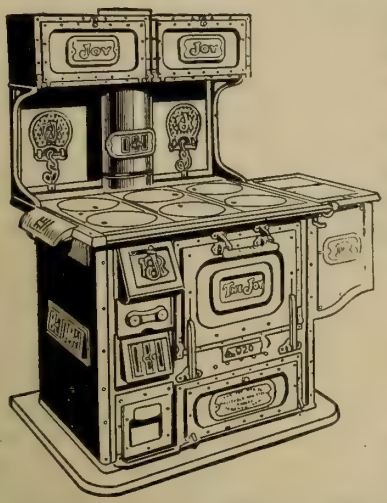
Send in your order and have a good stock when the time comes.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

AVOID TROUBLE



Most people have all of the trouble they can take care of without "courting it."

Stove Troubles

are not only reduced to the minimum but are absolutely obliterated by handling

"The JOY MALLEABLE RANGE"

No breakages in shipping, delivering, setting up or moving. Who ever superintended the delivery, setting up or moving of a cast-constructed Range without warning the assistants to "be careful and not break it?" No such warning necessary when handling "THE JOY." Why don't you avoid these troubles for yourself and your patrons by selling the only Range made in Canada that is immune?

A card means connections.

Joy Mfg. Co.

32 Humberside Ave. ...Toronto



BUSINESS IS YOURS IF THE EMPIRE QUEEN RANGE

is a part of your stock. There are some good stoves, some better stoves, but The Empire Queen is the best. For proof of this examine the construction of our range. You will find it is made to be an ideal baker as well as heater. Every particle of heat is used. The range is neat in appearance, as the illustration shows.

Why don't you sell them?

The Canadian Heating & Ventilating Co.
OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

Put a "200 Series" Range up front—

AND SEE IT SELL ITSELF!

¶ If there ever was a range that did its own talking, it's the new "200 Series" of the Oxford Chancellor Range,—burns wood or coal. ¶ 'Tisn't merely the extremely handsome appearance of these ranges,—though that point does help a lot. It's their visible value,—the design of them, the work-saving ideas that are in them, the common sense of their design. ¶ The woman who sees an Oxford Chancellor is half way toward buying it,—when she examines it, she goes the rest of the way. ¶ You do a quarter of the talking, and the range will do the rest. ¶ Isn't that the kind of a steel plate range you ought to have on your floor right now? ¶ May we send you a catalog and a proposition?

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Hot Water and Steam Boilers and Radiators, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

(97)

HARDWARE AND METAL

Established - - - - - - 1888

JOHN BAYNE MACLEAN - President

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Limited

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NEW ADVERTISEMENTS.

Barrett, Jos., & Sons, Petrolia.
Chicago Spring Butt Co., Chicago.

THE GOOD FRIDAY CONVENTION.

The retail hardware and stove trades in Ontario are to be congratulated upon the success of the gathering held in the Rossin House parlors in Toronto on Good Friday, a report of which is given in this issue. This is an age of organization, and the trade in Ontario have taken action none too soon. Reports of price-cutting on various lines come from all quarters, the effects of which are bound to be felt by manufacturers and jobbers as well as by the retail dealers themselves. Numerous other evils also exist which can only be remedied by organized action by the retail trade.

The real issue which presented itself at the convention was not the problem of organization—the necessity of which was unanimously agreed upon—but the style of association to be formed. The majority favored a straight hardware and stove association, governing itself, collecting its own fees, remedying its own evils and co-operating with every other organization of merchants in matters of legislation and other evils which affect all branches of trade alike. The representatives of the Retail Merchants' Association present, who probably hold the honest belief that their style of organization is the best, seemed to consider, however, that all who did not think as they did were destructive, if not dishonest. The threat made that the Retail Merchants' Association would refuse to co-operate with the hardwaremen if the latter did not come under the wing of the older association was most unfortunate and only served to injure those who made it.

The question of affiliation, despite the unanimous feeling at the convention, was wisely left over until the larger gathering to be held next month, when every hardware and stove dealer in the province should be on hand to join the new organization and help in deciding the questions at issue. Between now and the time of the next convention these matters should be thoroughly discussed and the columns of Hardware and Metal are open to any merchant who has reasons to present either for a straight hardware and stove association or in favor of affiliation with the Retail Merchants' Association.

Hardware and Metal believes, with the majority at the convention, that the trade should be organized on a purely separate basis, unaffiliated but working in harmony with the Retail Merchants' Association or any other body in matters of legislation, etc. It believes that the whole structure of the Retail Merchants' Association is a weak one and with the aid of its readers it hopes to thoroughly thresh out this subject during the short interval preceding the date of the coming convention.

The claim made at the convention that the Western Retail Hardware and Stove Dealers' Association had merged itself into the Retail Merchants' Association is effectually disproven in another editorial on this page, the information being authoritative and direct from Winnipeg this week. There is a world of difference between affiliation for certain purposes and complete amalgamation. The chief duty of the "Western Board," which gets a small per capita tax from each association, is to look after any legislation in the common interest of all retailers. That is as far as the affiliation goes and there still remain two separate associations.

AFFILIATED—NOT AMALGAMATED

There seems to be an erroneous impression that the two retail associations of the west—the Retail Hardware and the General Merchants'—have been merged into one body. So widespread is this impression that one is tempted to believe that the principal result of the February meetings has been to create confusion in the minds of the western trade.

The prevailing opinion is quite incorrect. The two associations have not been merged in one body; each retains its own executive, its own secretary and its own separate existence. The work of the two associations is conducted separately and to some extent, perhaps, their interests may conflict. As was outlined in a recent editorial in these columns, there is some conflict at present between the straight hardware store and the general store that handles hardware as a side line and often sells it at a sacrifice for advertising purposes. This is a question for negotiation between the two associations and there is good reason to believe that a satisfactory compromise can be arranged. The hardware man does not object to the general store selling hardware provided it is sold at a living profit and not as a sacrifice in order to attract customers to the general store to buy other goods. On this basis it is probable that an agreement can be arranged, but it must be clearly understood that the Retail Hardware Association of the west retains its separate identity and is quite prepared to protect its own members.

But while the two associations retain their own separate organizations it is recognized that there are some objects which they have in common and for that purpose they elected last February, in joint session, a "Western Board" composed of hardwaremen and general merchants. It is the chief duty of this body to watch all legislation affecting the interests of retailers. Probably it was the organization of this board that was responsible for the wrong impression that prevails at present among the hardware trade.

ANOTHER RAILWAY.

If proof were wanting of the confidence which the shrewdest capitalists repose in the future of the Canadian West, it is afforded by the definite announcement by James J. Hill of his intention to extend the Great Northern to Canada and build from Winnipeg to the Pacific coast. It is even hinted that it is his intention to build a transcontinental, but however that may be, Western Canada is now assured of four trunk lines. The Great Northern lines in the west will be completed as soon as the Grand Trunk Pacific, and thus there will be two new arteries draining the rich transportation areas hitherto jointly and jealously conserved by the Canadian Pacific and the Canadian Northern.

A few eastern papers hold to the view that the Hill invasion is unfortunate from the standpoint of Canada's national development as the Great Northern will divert to the south trade which should be retained in Canadian channels. But it is impossible to prevent communication with the south even if that were desirable, and the Canadian roads

will be compelled in self-defence to allow rates from east to west that will permit Eastern Canada manufacturers to compete with the Americans.

The new road will be another important factor in the development of the Great West, and as such it should be welcomed by Cananians in every province.

TRAINING OF TRAVELERS.

U. S. Consul Twells, of Carlsbad, tells in the Daily Consular and Trade Reports how commercial travelers are trained in Austria. While it is not suggested that the same kind of training is better than ours or is suitable to conditions here, the recital is interesting.

"Most of the commercial travelers in Austria are men who have been at school at least from eight to ten years, i.e., from their sixth to their fourteenth or sixteenth year. After leaving school they entered a retail or wholesale shop or warehouse, where they have had to serve three years as apprentices (lehrknabe)—generally without salary; later on, perhaps, they get some pocket money. Lodging, food, and clothing has to be provided by their parents or guardians. After three years a "lehrknabe" becomes "free," and commences with a salary of from $6 to $10 a month. He is now either salesman (commis) or is transferred to the stock room (magazineur). Thence the intelligent youths are taken to become commercial travelers, being sent at first to the neighboring small villages to visit the country dealers. About $16 a month and $1.25 to $1.50 for traveling expenses a day is the usual payment for the first and second year after apprenticeship. Later the salary is increased and higher traveling expenses are granted. The salaries run from $600 to $3,000 per annum."

Canada's traveling salesmen will compare favorably with those of any country of the world, their experience being gained almost exclusively in wholesale warehouses or retail stores, this in many cases being backed up with a study of scientific salesmanship under the tuition of a training school or through contact with other salesmen at conventions of the traveling staffs of the large manufacturing and jobbing concerns. Meeting keen competition from representatives of British and American houses, the Canadian traveler is in a continuous training school in which he is kept alert and up-to-date of necessity if he is to retain or improve his position.

The training received by many traveling salesmen as clerks in retail stores is most valuable, those having some training as clerks as well as having spent considerable time in a warehouse having an advantage over those whose experience is limited to the warehouse only. Retail clerks, therefore, who are looking forward to some day going "on the road," should improve their present opportunities and thoroughly learn the selling as well as the stock end of the business they are engaged in. The traveler who can answer any question put to him regarding the origin, manufacture or sale of the goods he is selling is the one whose training has been most thorough.

CLOSER TRADE RELATIONS.

"Weaving Industrial Strands with Canada" is the subject of an interesting editorial in the Iron and Machinery World of Chicago. It speaks for itself and is quoted herewith, showing the pleasing attitude of one section of the technical press to our industries and national possibilities. Hardware and Metal was one of the first to advocate a strong cordiality of commercialism, as well as the encouragement of branch establishments of large American houses. Everywhere there are evidences of American industries opening branches and it is good to see the old-fashioned reciprocity cry dead and from its ashes arise a new creed which means help one another and grow. The World says:

"It is asserted that the production of steel rails at the two mills in Canada is now at the rate of more than 300,000 tons per annum. This is somewhat in excess of what the average annual consumption of rails in the Dominion has been in recent years. Nevertheless one of the Canadian trunk lines is reported to have just asked the Canadian Government to permit the importation of 50,000 tons of American steel rails, free of the recently imposed heavy discriminative duty. It is argued that the duty was not imposed for revenue producing purposes but to protect Canadian steel mills from foreign competition. The Canadian rail mills now have orders on their books for more rails than they can roll in twelve months. Consequently the relief prayed for inflicts no hardship upon the Canadian rail plants. There are many ambitious railroad projects in Canada at present, including several transcontinental propositions, and hence the consumption of steel rails is far above the normal and far above the ability of Canadian mills to roll. The continuance of the duty imposes a heavier burden upon construction and to that extent discourages construction work and accordingly retards the development of the country.

"Whether or not the relief asked for will be granted there seems to be growing up between the United States and Canada a more cordial commercial spirit. There is no gainsaying the fact that the destinies of the two countries are becoming more closely interwoven and that the gradual elimination of barriers seems to be the new tendency towards which events are shaping themselves. The existence of these commercial barriers between the two countries during the past few years has resulted in the acquisition by Canada of many American branch industrial establishments and to that great extent it has profited by the higher tariff duties. But the very acquisition of these plants has served to better acquaint the two peoples with each other, to soften past asperities and to give common ground to their commercial horizons. The end of the industrial coalescence with Canada has not been reached, for there are still other American enterprises aiming at territorial adaptation across the border, which will undoubtedly be realized and which will still further strengthen the commercial strands that are binding two great territorial divisions of North America into one."

FREIGHT PREFERENCE AGAINST BRITAIN.

At a meeting of the Association of Chambers of Commerce of the United Kingdom, held in London in March, a resolution was passed calling upon the president of the Board of Trade to take steps to secure for British shippers equality of treatment in the matter of freight rates at the hands of the American shipping combine. The complaint aimed particularly at freights to South Africa, Australia and New Zealand.

In justification of the move, Mr. Goodman, Birmingham, stated that the White Star line, with British management but in the American trust, gave a rate of 15s. to 20s. a ton on merchandise from New York to Sydney with transhipment at Liverpool, and charged British goods by the same steamer from Liverpool to Sydney 30s. to 42s. 6d a ton. The difference, it was asserted, created a material preference in favor of American goods.

FOR THE MERCHANT.

Give your employes only pre-digested knowledge.

Keep the key of your store yourself.

Buy your own goods and see that the quality and quantity is what you paid for.

Keep a young lady to do your detail work and let you know every day what has been transacted in cash, credit, total sales and purchases.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Shot—Five per cent. discount.

Antimony has advanced to 22½c.

Shellac Varnish—An advance of 10 to 15c.

Building Paper—Advances maintained.

Ingot Tin—Never so high, tendency to still higher prices.

Turpentine—Decline maintained.

Zinc—An advance in price, but discounts remain unchanged.

Cement—Market is easier.

TORONTO.

Shot—Prices have declined and we now quote 5 per cent. discount.

Linseed Oil—We quote an advance of one cent.

American Petroleum has advanced three cents. No change on local markets.

Ingot Tin—The record price of 41c. is now quoted.

Antimony—Price is now 22c. per pound.

Galvanized Sheets—Several brands are advanced slightly.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 20, 1906.

Every branch of trade is alive. Navigation opening has stirred all the country dealers to order largely. Spring goods are selling briskly. This means, of course, freezers, lawn mowers, building hardware of all descriptions, and kitchen utensils. Country house accessories are also selling freely and whole equipments for Summer houses will be in demand immediately. Practically no change is to be recorded, with one exception, namely shot, where the drop means a discount of five per cent. B and A emery cloth and sand paper has advanced but the discounts remain the same. Building paper is still slightly weaker in tone and the prices quoted still hold.

Cutlery and plated ware is in better demand and trade is increasing all round.

AXES—Our prices are as follows: $7.60 to $9.50 per doz.; double bitt axes $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—We quote: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34 inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—We are quoting: $4.25 for cold blast.

RIVETS AND BURRS—Steady business continually increasing is the report. Quotations as follows: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—No great trade is expected in this line until June and July. Business is still active, though, and sales are seasonable. We quote as follows: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b., Montreal.

MACHINE SCREWS—The recent advance has been well maintained, and we are still quoting the following discounts: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS — Satisfactory trade is reported. Demand fine and no change in prices. We are quoting as follows: ⅜ and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

HORSENAILS — Good demand. All grades selling well. Prices are still held as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Demand is only fair. Steadiness marks the trade generally. We quote $2.15 per keg f.o.b., Montreal.

CUT NAILS—Good trade. Plenty of demand, no feature noticeable. Price unchanged at $2.20 f.o.b., Montreal.

HORSESHOES—Large orders are the prevailing reports with market steady. Our quotations are as follows: P.B. new pattern, base price, $3.50 per 100 pounds; M. R. M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—Quite an active increase has set in. Ammunition and fishing tackle steadily developing and all lines are selling freely.

BUILDING PAPER—Business is still improving and it is likely that each week will see steady increases in sales. Carpet felt is $55 per ton. Dry sheathing is now quoted at 35c., while tar sheathing is 45c.

CEMENT AND FIRE BRICK —Great demand is setting in for cement. Never before has the trade shown such activity in cement. Higher prices may be expected, but the reported shortage in the American cement will be dissipated by the imports of abundant Old Country stock. These supplies will be at hand when the ocean liners now plying the Atlantic reach Montreal and Quebec. Now that the possibility of a coal strike in United States is minimized little fears are entertained of a shortage. Fire brick is in good demand. We quote: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. "Lafarge" (non-staining) in wood $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21; American, $30 to $35; White Bros.' Eng. cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—We quote the following: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—This continues to be one of the active lines of the present market. Our prices remain as follows: American Twin, 2 qt. $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—Orders continue to be very numerous and extend over a large territory. The price remains $1.45 per hundred sq. ft.

BINDER TWINE—Conditions are unchanged, and we are still unable to give prices.

RAW FURS—Prices to dealers are as follows:

		No. 1.	No. 2.	No. 3.	No. 4.
Bear	Black	$12 00	$8 00	$4 00	$1 00
"	Yearlings	7 00	5 00	2 00	0 30
Fisher		7 00	6 00	5 00	....
Fox	Red	3 00	2 25	1 00	0 20
"	Cross	5 00	4 00	2 00	0 50
Lynx		7 00	5 00	4 00	....
Marten	Dark	10 00	5 00	2 0	0 50
"	Pale	6 00	3 00	1 25	0 50
Mink	Dark	6 00	4 00	1 50	0 50
"	Pale	3 25	2 50	1 50	....
Muskrat	Spring	0 25	0 18	0 15	0 03
Raccoon		1 50	1 00	0 50	0 20
Skunk		1 75	1 50	0 75	0 45
Weasel	White, 35 to 50c. for prime skins.				
Wolf	Timber	3 00	....	....	....
"	Prairie	1 25 to 1 50	0 75	0 35	....
Wolverine		5 00 to 6 00			

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, April 20, 1906.

There have been no features in the trade during the past week in the way of price changing, etc., with the exception of shot, which is now subject to a 5 per cent. discount off list prices. As one dealer has put it, we are too busy to make any price changes.

Cement continues firm and in active demand. When the season opened stocks were low and this is being felt now in filling orders. Whether any change in price will be made depends upon how the season's demand keeps up. There are at least no indications of any lowering.

The complete opening of navigation

has been felt in a further increase in business, all the inland waters being now navigable and free from ice.

AXES AND HANDLES—Orders are being booked now for future delivery, although present business is quiet.

CUTLERY AND SILVERWARE—These lines are showing an increased activity both in present business and in booked orders.

SPORTING GOODS—A 5 per cent. discount has been allowed on shot, and general lines are selling well.

WASHING MACHINES— Trade is fairly active at present.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent. off.

POULTRY NETTING — A large amount is going out. No change in prices.

GALVANIZED WIRE— We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE—An active demand is experienced. Prices remain the same. We quote: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The usual large volume of business is being done. Prices are being cut some.

CUT NAILS—This line also shows greater sales.

HORSENAILS — Business continues good with prices unchanged.

HORSE SHOES—The Spring has ushered in a good trade. Market firm. We still quote: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7.00. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

SADDLERY—The usual amount of business is being done.

RIVETS AND BURRS—Prices remain the same with an active business.

SCREWS—Business in screws continues good and a large amount is going forward.

BOLTS AND NUTS—Prices are firm, business good.

CORDAGE—We now quote as follows: On binder twine, 500 feet, 10c. lb:; 550 feet, 11c. lb.; 600 feet, 12c. lb.; 650 feet, 13 1-4c. lb. Golden Crown, 500 feet, 9 3-4c. lb. On Gold Medal Brand (imported), 600 feet, 12 1-4c.; 650 feet, 13 1-4c. Discount for car lots: Manila, 15c.; British manila, 11 1-2c.; sisal, 10 1-2c.; double lathyarn, 10 1-2c.; single lathyarn, 10c.; sashcord, "Hercules," 30c. to 32c.; "Star," 36c.; cotton twine, 3-ply, 24c.; 4-plv, 29c.; calking cotton, 16 1-2 to 17c.; cotton waste, colored, 6 3-4c.; white, 9c.

CEMENT—The price of cement remains the same and a good demand is felt. Stocks have been low and are now pretty well drawn upon. If the demand continues to increase manufacturers say the tendency will be toward firmer prices. We are quoting as follows: For carload orders, f.o.b., Toronto, Canadian Portland, $2.00. For smaller orders ex. warehouse, Canadian Portland, $2.15 upwards.

FIREBRICK—There are no changes to record, but prices are very firm. English and Scotch firebrick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27 1-2c. to 35c.

BUILDING PAPER—There are no further price changes. The demand shows a steady increase.

HIDES — The supply continues abnormally light, partly due to the excessively bad roads which, combined with a hope for still better prices, keeps the country butchers from marketing their stock. There may be a further slight upward movement, but large buyers think the limit has been reached. For days Chicago holders and tanners have been ¼c. apart, and nothing doing, but the feeling is that that can't last, and that the holders will give way.

Hides, inspected, steers, No. 1		0 11
" " " No. 2		0 10
" " cows, No. 1		0 10½
" " " No. 2		0 09½
Country hides, flat, per lb		0 08½
Calf skins, No. 1, city		0 14
" " No. 1, country		0 13
Dekins	0 75	0 85
Sheep skins	1 45	1 65
Horse hides, No. 1	3 15	3 55
Rendered tallow, per lb	0 04½	0 04¾
Pulled wools, super, per lb	0 22	0 24
" " extra "	0 24	0 25
Wool, unwashed fleece	0 16	0 17

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 20, 1906.

Antimony is the feature this week. In fact never in the history of the oldest dealers has anything like the price of antimony been recorded. There is an actual shortage. The market is devoid of any undercurrent of a "corner," and is seriously settled down to its fate, which means that there will not be any amount of antimony available in this market until July that is Cookson's. The price is now 22½ cents and in London, Eng., antimony is selling at £95 per ton. It was only a short time ago that it was £27. It is now thought that the price will reach £100. Of course the chief trades affected by this advance are those in which this metal is used for hardening purposes, and it is hoped that it will not be a severe setback. Ingot tin is still mounting into the impossible prices and demand is good. Copper is firm with an upward tendency. Pig lead has fluctuated a good deal this week, but arrived back at normal prices again. Zinc is firm and the probabilities are that an advance may take place any time.

CANADA PLATES — Trade is fine. The advances made by some merchants have not been generally recognized. We are still quoting as follows: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75; galvanized, 52's, $4.10; 60's, $4.35.

COPPER—Still firm is the cry, with upward tone. The supply is scarce, and higher prices are expected soon. We still quote:, Ingot copper, 20½c. to 21c.; sheet copper, base size, 25c.

INGOT TIN—"Higher than it has ever been" is what one prominent dealer said, and certainly there seems no stop to the advances. The prices we quote are for medium sized orders, but for quantities jobbers are dealing with inquiries on their merits. Our price now is from 42c. to 12½c.

PIG LEAD—Again the market fluctuated. No change is recorded, though. We are still able to give prices as $4.40 to $4.50 per hundred pounds.

PIG IRON—Quotations are still for orders from stock. Inquiries are fair. We quote:

'Dom.," No. 1.	$19.50 to $20.00	delivered	Montreal.
Usual difference in price for ower grades			
Ferrona No. 1	$19 50	delivered	Montreal.
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	24.00	"	"
" (special)	23.00	"	"
" No. 3 (soft)	22 75	"	"
Summerlee No. 1	25.00	"	"
Clarence No. 1	20.00	"	"
" No. 3	19.50	"	"

BOILER TUBES—Our prices: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.

MERCHANT STEEL,— We are still quoting as follows: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.17½ and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices are as follows: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $1.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—Ruling prices are as follows: Queen's Head, 28 gauge, $4.35; 26 gauge, $4.10; 22 to 24 gauge $3.85; 16 to 20 gauge, $3.60; Apollo, 28 gauge, $4.20; 26 gauge, $3.95; 22 and 24 gauge, $3.70; 16 to 20 gauge, $3.65; 22 to 24 gauge, $3.70; 16 to 20 gauge, $3.45; Comet, 28 gauge, $4.15 to $4.45; 26 gauge, $3.90; 22 and 24

gauge, $3.60 ; 16 to 20 gauge, $3.45 ; Bell brand, 28 gauge, $4.30 to $4.35 ; Fleur-de-Lis, 28 gauge, $4.20 ; 26 gauge, $3.95 ; 22 and 24 gauge, $3.70 ; 16 to 20 gauge, $3.65 ; 22 to 24 gauge, $3.70 ; 16 to 20 gauge, $3.45 ; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45 ; "Windmill Best," 28 gauge, $4.15 ; Sword and Torch, 28 gauge, $4.15 ; in less than case lots, 25c. extra.

BLACK SHEETS—Our prices remain as follows : 28 gauge, $2.40 ; 26 gauge, $2.35 ; 22-24 gauge, $2.30 ; 19-20 gauge, $2.30 ; 8-10 gauge, $2.45.

ANTIMONY—None till July is the report current. We quote 22 and 22½ cents.

TIN PLATES—Some noticeable advances made by dealers last week have been maintained, but the trade generally while active is unchanged. The following prices are still obtainable : Cokes, base size, 1C 14 x 20, $4 ; charcoal base size, 1C 14 x 20, $4.25.

TERNE PLATES—Dealers are again quoting quite generally $6.85.

INGOT ZINC—The market is quiet. Very little is being sold, and prices remain 6¾c. to 7c.

SHEET ZINC—We still quote : $7.50 in casks, $7.75 in less than casks.

SHEET LEAD—Our prices : 2½ lbs., 5½c. by the roll ; 3 lbs. and heavier, 5½c. by the roll ; small quantities 25c. per hundred lbs. extra.

BAR IRON—Local jobbers are still quoting $2.05 f.o.b. Montreal.

OLD MATERIAL — Our quotations are as follows : Copper wire, 15c. ; light copper, 14c. ; heavy red brass, 13½c. ; yellow brass, 10c. ; light brass, 7½c. ; lead, 3¼c. ; zinc, 4c. ; machinery cast scrap, $13.50 ; wrought scrap, $12 ; stove plate scrap, $11 ; mixed rags, 90c. to $1 per 100 lbs. ; old rubbers, 7½c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto April 20, 1906.

Ingot tin and antimony continue to occupy the centre of the stage, both being still on the upward move. Antimony is up another cent and jobbers who have small stocks are not intending to offer any as a sacrifice. Tin is making history and there does not seem to be any reason to look for any immediate weakness. The prices this year are apt to be remembered for some time, even though more plentiful stocks allow prices to ease off some.

Many dealers who have been holding off from placing orders owing to the high prices ruling are being forced to buy more liberally and the trade generally appears to be getting more used to high prices.

Bar iron is steady at $2.15 and galvanized sheets are higher on some lines. Lead has fluctuated some, but the prices remain about the same. Copper and brass are strong.

PIG IRON—Demand continues active with prices firm.

Middlesboro, f.o.b., Toronto	$21 50
Hamilton, No. 1, at furnace	21 00
" No. 2, "	20 50
Midland, No 1, "	21 00
" No. 2, "	20 50
Radnor, at furnace	30 00
Londonderry, f.o.b. Toronto, No. 1	22 00
" " " No. 2	21 50

BAR IRON — The market is quite strong and the ruling quotation now is $2.15 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Records are being broken each week and dealers do not look for any immediate relaxation. For large lots we now quote 41c. per pound.

TIN PLATES—High prices for ingots make quotations for plates stiff. Demand is very active.

GALVANIZED SHEETS— Prices on some brands have been slightly advanced. A good demand exists.

BRASS—The market is firm and prices steady. Buying is fairly active.

BOILER PLATES AND TUBES—The demand is reported steady and we quote as follows: Plates per 100 lbs., $2.20; heads, per 100 lbs., $2.45; tubes, per 100 feet, 1 1-2 inch, $8.50; 2, $8.70; 2 1-2, $10.50; 3, $11.80; 3 1-2, $15.80; 4, $20.00. Terms, 2 per cent. off.

LEAD—Despite some fluctuations we still quote: Canadian pig lead at $4.40 and English pig at $4.65 per 100 lbs., with bar lead at $5 per 100 lbs.

ZINC SPELTER—The market continues active with prices steady. We still quote as follows: 7 1-4c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

COPPER— The tendency is upward and prices are held strongly. We still quote: Ingot copper, $20 per 100 lbs. and sheet copper, $25 per 100 lbs.

ANTIMONY—Small stocks are held by some jobbers, but they are holding them at ruling prices. Another advance has been made and we now quote 22c. per pound.

OLD MATERIAL—The demand is particularly good now in all lines. Prices all around are upwards of a cent higher than last April, and the amount coming in does not meet the quantity asked for. Dealers' buying prices continue as follows: Heavy copper and wire, 15 1-2c. per lb.; light copper, 13 3-4c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8 1-2c. per lb.; tea lead, $3 per 100 lbs.; heavy lead, $3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, $10 to $10.50, No. 2 wrought $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel, $5; old rubbers, 7 1-4c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—Until the coal strike is over no settled prices can be quoted. We quote nominally:

Anthracite in cars at bridges, egg, stove and nut, $5.50; grate, $5.25; pea, $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; 3-4 inch, $1.40; run of mine, $1.30; nut, $1.25; N.P. and S., $1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1 1-4 inch, $2.60; 3-4 inch, $2.50; mine run, $2.40; slack, $2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, April 18, 1906

PIG IRON—Cleveland warrants are quoted at 48s. 3d. and Glasgow standard warrants at 48s. 2d., making prices as compared with last week 5d. higher for Cleveland warrants and 4d. higher for standard warrants.

TIN—Spot tin opened easy at £176 15s., futures at £173 15s., and after sales of 200 tons of spot and 200 tons of futures closed firm at £177 5s. for spot, £174 for futures, making price compared with last week £1 5s. higher on spot and £2 12s. 6d. higher on futures.

COPPER—Spot copper opened quiet at £85, futures £82, and after sales of 25 tons of spot and 50 tons of futures, closed quiet at £85 for spot and £82 for futures, making price as compared with last week 3s. higher on spot and 10s. higher on futures.

SPELTER—The market closed at £25 15s., making price as compared with last week 5s. higher.

LEAD—The market closed at £15 18s. 9d., making price as compared with last week 3s. 9d. higher.

UNITED STATES METAL MARKETS.

Advance proofs furnished HARDWARE AND METAL by The Iron Trade Review, Cleveland, April 19, 1906.

Considerable improvement was manifested in the pig iron market during the past week. Following the more active buying movement which started shortly after April 1, consumers have entered the market in increasing number and sales of good tonnages are fairly numerous. While inquiries are reported as much more plentiful, orders are noticeably larger and in many instances deliveries are specified well into the third quarter. Buying is general and apparently is to continue so. One large Chicago interest, after a very careful investigation, figures that 70 per cent. of the western trade has its requirements covered only until July 1, and that 20 per cent. will need more iron before that time.

The only marked exception to the improved situation is the quotation by two large producers of No. 2 foundry at $16.50 valley, though other interests are firm at $17. This is explained by the fact that certain furnaces have shifted from Bessemer to foundry, owing to inability to secure the former ore.

Ore navigation on the lakes has been formally opened. The upward rush is in full swing and the first of the ore-laden freighters have reached lower lake ports, though the ice is not yet entirely out of the Soo and Lake Superior. Preparations have been made for record shipments, and docks are being rapidly cleared of remaining Winter stocks. Heavy tonnages have been moved all-rail from mines to Michigan and other northern furnaces for some time. Ore sales of the past week include one of 65,000 tons non-Bessemer, a few of 25,000 tons and some scattered lots. Bessemer ore is unobtainable and the remaining tonnage of other grades is small so that some uncovered furnaces may experience difficulty in filling their wants ; already some shifting has been required.

The coal strike has begun to make itself felt by furnace interests. Four or five anthracite furnaces in the Lehigh and Schuylkill districts have been closed and two or three stocks in Central Pennsylvania using bituminous fuel have been banked. Furnace coke is slightly stronger though some buyers are asking producers to divert shipments.

Specifications on contracts for wire products are of such volume as to be a feature of the market. The demand is especially strong in the northwest, where jobbers allowed their stocks to run low, pending the opening of navigation. The consumption promises to break all records.

An improved tone prevails in scrap, especially in heavy melting stock in which Chicago reports sales of 10,000 tons and a 50 cent advance. Western railroads sold 15,000 tons during the past week. Iron mills, however, are still buying sparingly and in some lines prices are lower.

U. S. IRON AND STEEL MARKETS.

From the Iron Age, April 19, 1906.

Reports from the leading interest indicate that there has been a more general resumption of buying, the orders booked during the past two weeks having increased considerably, and extending practically over the whole field. Prior to that time, for upward of a month new orders did not equal current deliveries. In fact, there is again some uneasiness now over the possibility of an unmanageable amount of business.

The congestion of the rail mills is growing more serious and is likely to have its effect upon the general steel market and indirectly upon the output of the rolling mills. On May 1, the Ohio mill of the Carnegie Steel Co. will be turned on rails for an indefinite period, thus cutting down the supply of tin plate and sheet bars. Even now, in order to fairly meet the requirements of the independent mills who are supplied with tin plate bars, the United States Steel Corporation has ordered the shutting down of some of its own tin plate works.

In the Chicago district the market is firmer. There have been some fair sales of foundry and malleable Bessemer pig and large contracts of the latter are looked forward to because the western implement makers are now figuring on their season's requirements for malleable castings.

In the east, New England reports a continuance of the competition between the Buffalo and other districts. The buying of foundry pig by the cast iron pipe makers, which was quite liberal, seems to have been concluded. Much of the iron was placed at slight concessions.

The Eastern Pennsylvania steel makers have bought additional tonnage, but the price has remained stationary at $17.90 to $18.00 delivered, with an occasional offering at a lower price.

The prospects of an Anthracite coal strike is having little effect upon the market. It is known that some makers will seize the opportunity to blow out furnaces which were in need of repairs anyhow, and that at least one stack, ready to blow in, will remain idle.

The structural trade is quieter, notably so far as new buildings are concerned. It is admitted that the strike is having some effect. Among the larger orders placed are 5,200 tons of bridge work for the New York & Long Branch Railroad, 4,000 tons for the Moodna Creek viaduct of the Erie Road, and 2,000 tons for the Utah Copper Co.

It is estimated that the contracts of the bar mills with the western implement makers aggregate from 175,000 to 200,000 tons. They were made on the basis of 1.40c., Pittsburg, with the implement makers exclusively, and that figure has since been withdrawn.

The inquiries from foreign markets are heavy and pressing, but the works are taking export orders very conservatively, confining themselves to holding their position in the world's markets.

Nova Scotia Trade News.

Halifax, N.S., April 18.

Business was rather on the dull side during Easter week, the principal sales being barbed and plain wire. There is some demand for paints and oils, and it is expected that it will increase still further as the season progresses. The weather has been a little backward, cold and wet, and not at all favorable to business. No special changes are noted in prices, all lines being fairly steady just at present.

* * *

The disabled North German Lloyd liner Koningen Luise has completed repairs at this port and sailed for the Mediterranean. The liner's rudder shaft was broken, and a new one was made at the Trenton, N.S., works of the Nova Scotia Steel & Coal Company. Considering the magnitude of the work the job was accomplished in record time. The new shaft was 13 inches in diameter—one inch more than the fractured one. It was 22 feet six inches long, and weighed when finished 14,500 pounds. When first cast and before it was planed the weight was over 12 tons. The order was given on March 19 and the steel company said they could finish it by April 14. As this was not quick enough Captain Max Moeller, superintendent of the North German Line, went to New Glasgow, with the result that the company put on three shifts and worked night and day. The planing of the big shaft went on continuously until it was reduced from twelve tons to a little more than seven. It took eighteen days to cast, forge and plane the shaft, and it was placed in position so that the liner got away on time. Captain Moeller expressed his satisfaction with the work, adding that he believed the shaft was better than the one put in when the ship was built, as the additional inch will give it added strength.

* * *

One of the most attractive window displays of the Easter season was that of A. M. Bell & Co., hardware dealers, on Granville street. It is by no means excessive praise to say that in his arrangement Mr. S. Wetmore, whose work in design and execution they are, has turned out a "work of art." The north window represents with perfect fidelity a farmhouse and mill, the wheel propelled by a stream of real water, which runs lightly over its pebbly bed. There are the stables, barn and usual outbuildings, while teams partly laden with hay stand about. In the foreground is the ferry, with boats all ready to take you across the tiny river. This flourishing property on all its fences and the walls of its outbuildings set forth the excellence of "Cypher's" incubator, and in the south window, walking about in comfortable environment of a big brooder, are 82 little chickens, to whom the brooder serves the place of the wings of the mother hen, and who through the medium of Cypher's incubator were hatched out recently. Eighty chickens out of a total of 100 eggs is a fairly satisfactory result. Both windows were magnets for thousands during the latter part of the week.

* * *

Stanley E. Elkin, of St. John, N.B., and Miss Ethel W. Fanjoy, daughter of Mr. W. F. Fanjoy, of Sydney, were married in the New Falmouth Street Presbyterian Church, Sydney, last Wednesday. Mr. Elkin is secretary and treasurer of the Maritime Nail Works, of St. John, and the bride is one of Sydney's most popular young ladies.

* * *

Stellarton again deplores the loss of a most respected citizen, Mr. Daniel Fraser, hardware merchant, who died on Friday morning at his home on Mackay street. He had been ill for some time, and was a very great sufferer.

CLEANSING REFRIGERATORS A NECESSITY.

Some very useful and instructive information regarding the treatment of refrigerators in the Spring and Summer has been given out by Prof. Ruddick, the Canadian dairy commissioner, and should prove instructive not alone to dairymen, but to all users of refrigerators throughout the Dominion. He says:

"Every Spring, before a refrigerator is used, it is well to go over the whole interior with some kind of disinfectant to destroy the germs and spores of mould that may be there. Last Spring I asked Dr. Connell's advice regarding the disinfection of refrigerators, and he suggested bi-chloride of mercury (corrosive sublimate). This should be used in the proportion of 1 part to 1,000 parts of water. It is a very deadly poison as everybody knows. The solution is safe to use, so far as touching the hands is concerned. We washed the whole interior with that solution, and found it evry effective. I believe that a solution of that kind, or a solution, of formalin used in the refrigerators in the Spring, before they are used, would be helpful in keeping them pure and sweet during the Summer months. We will get more exact information on this point from the scientific men later on. The point I make is that we should have these places thoroughly disinfected every Spring, and oftener, if necessary."

Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a m. Friday, April 19, 1906.)

Office of HARDWARE AND METAL
Room 511, Union Bank Building,
Winnipeg, Man.

Abbreviated Market Notes for Current Week.

Auger Bits—New lists on Irwin auger bits.

Wringers—Advanced $3.00 per dozen.

Paper—Decline 1-2 cent per lb. in Eddy's paper.

Stove Pipe—Decline.

With the opening of navigation there is a big rush of heavy goods from the east and some delayed orders are now being filled. Spring trade is very active and the volume of business is much larger than last year. Prices are steady in most lines.

GAME TRAPS—Discounts are now as follows:

H. & N., discount	50 and 5 p.c.
Victor, "	65 and 10 p.c.
Newhouse, "	35 p.c.
Bear	$7 each

SCREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows:

Cold blast lanterns	$5 25	per doz.
Coppered cold blast lanterns	7 25	"
Cold blast dash "	7 75	"
Lift Lanterns	4 25	"

BLUESTONE—Selling well at $6.25 to $6.50 per cwt.

WIRE—Prices are steady. We quote:

Barbed wire, 100 lb					$2 90
Plain galvanized, 6 to 8	$3 39	9	$2 50	2 90
" " 10	3 50	12		3 10
" " 13	3 20	14		3 90
" " 15	4 45	16		4 60
Plain twist					3 00
Staples					3 50
Oiled annealed wire, 10	$2 96	11		$3 02
" " 12	3 10	13		3 20
" " 14	3 30	15		3 45

Annealed wires (unoiled) 10c. less.

HORSESHOES—Quotations are as follows:

Horseshoes, iron, No. 0 to No 1	$4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 65
Steel, No. 0 to No. 1	5 00
No. 2 and larger	4 75

HORSENAILS—Revised list and discounts are now as follows:

	per lb.		per lb.
No. 10	$0 20	No. 6	$0 28
" 9	0 22	" 5	0 32
" 8	0 24	" 4	0 40
" 7	0 26		

Discounts are quoted as follows: "C" brand, 40, 10 and 7 1-2 per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows:

Pressed spikes, ¼ x 5 and 6	$4 60
" " 5-6 x 5, 6 and 7	4 25
" " ⅜ x 6, 7 and 8	4 10
" " 7-16 x 7 and 9	4 00
" " ½ x 8, 9, 10 and 12	3 90
" " ⅝ x 10 and 12	3 75

SCREWS—Discounts are as follows:

Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.

NUTS AND BOLTS—Discounts are unchanged and continue as follows:

Bolts, carriage, ⅜ or smaller	60 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	55 and 5 p.c.
" 7-16 and over	55 p.c.
Bolts, tire	65 p.c.
Bolt ends	55 p.c.
Sleigh shoe bolts	65 and 10 p.c.
Machine screws	70 p.c.
Plough bolts	55 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "

RIVETS—Quoted now as follows:

Rivets, iron	60 and 10 p.c.
Copper, No. 8	34⅓
" No. 12	40

COIL CHAIN—Unchanged in price. We quote:

Coil chain—

3-16 inch	$3 25	¼ inch	$7 20
5-16 inch	5 20	⅜ inch	4 60
7-16 inch	4 45	½ inch	4 30
⅝ inch	4 10	¾ inch	4 00

SHOVELS—Discounts on spades and shovels continue 40 and 5 per cent.

HARVEST TOOLS—Discounts are now 60 and 5 per cent.

AXE HANDLES—Quoted as follows:

Axe handles, turned, s.g.hickory, doz			$3 15
No. 1	1 90	No. 2	1 60
Octagon extra	2 30	No. 1	1 60

AXES—Prices quoted as follows:

Bench axes, discount off list	40 p.c.
Broad " "	25 p.c.
Royal Oak, per doz	$6.25
Maple Leaf, "	8.25
Model "	8.50
Black Prince "	7.25
Black Diamond "	9.25
Standard Flint Edge, per doz	8.75
Copper King, per doz	9.00
Columbian, "	10.75
Handled axes, North Star, per doz	7.75
" " Black Prince, per doz	9.25
" " Standard Flint Edge, per doz	10.50
" " Copper King, per doz	11.00

BUTTS—The discount on wrought iron butts is 70 per cent.

CHURNS—The discounts from list prices are 45 and 5 per cent.

CHISELS—Quoted at 70 per cent. off list prices.

AUGER BITS—The list on "Irwin" auger bits has been changed and it is now the same as the list on common auger bits. There has been no change in the discount. Discount, 70 per cent.

BLOCKS—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

FITTINGS—Discounts continue as follows:

Wrought couplings	60 p.c.
Nipples	65 and 10 p.c.
T's and elbows	10 p.c.
Malleable bushings	50 p.c.
Malleable unions	55 p.c.

GRINDSTONES—The price is now 1 3-4c. per lb.

FORK HANDLES—The discount is 40 per cent. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 per cent. off list prices.

HOOKS—Prices are quoted as follows:

Brush hooks, heavy, per doz	$8.75
Grass " per doz	1.70

STOVE PIPES—The price has declined and quotations are now as follows:

6-inch, per 100 feet length	8 50
7-inch, " "	9 25

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 per cent.

WASHERS—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

WRINGERS—Prices have been advanced $3.00 per dozen and quotations now are:

Royal Canadian, per doz	$33.00
R. B., per doz	37.75

FILES—Discounts are quoted as follows:

" Arcade "	75 p.c.
" Black Diamond "	60 p.c.
" Nicholson's "	62½ p.c.

BUILDING PAPER—Prices are as follows:

Plain.		Tarred.	
Joliette	40c.	Joliette	65c.
Cyclone	55c.	Cyclone	80c.
Anchor	55c.	Anchor	65c.
Pure fibre	60c.	Pure fibre	80c.

TINWARE, ETC.—Quoted as follows:

Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	30 p.c.
Japanned ware	37½ p.c.
Enamelled ware, Famous	50 p.c.
" Imperial	50 and 10 p.c.
" " (one coat)	60 p.c.
" Premier	50 p.c.
" Colonial	50 and 10 p.c.
" Royal	60 p.c.
" Victoria	45 p.c.
" White	45 p.c.
" Diamond	50 p.c.
" Granite	60 p.c.

PLANISHED COPPER—Price is now 33c. per lb.

CORDAGE—Quotations are as follows:

Rope, sisal, 7-16 and larger, basis	11 25
Manila, 7-16 and larger, basis	15 75
Lathyarn	11 25
Cotton rope, per lb	00 21

SOLDER—Quotations now at 24c. per lb. with concessions for large quantities.

VISES—Prices are quoted as follows:

" Peter Wright," 30 to 34	14½c. per lb.
" " 35 to 39	14c. "
" " 40 and larger	13½c. "

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNTION, ETC.—We quote:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol	20 p.c.
" military	20 p.c.

RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

MUNRO WIRE WORKS, Limited
NEW GLASGOW, N.S., AND WINNIPEG, MAN.

PAINT SPECIALTIES

Are money makers and should not be overlooked when stocking up. We carry a large assortment in neat and attractive tins.

SAMPLES AND PRICES ON APPLICATION

THE WINNIPEG PAINT AND GLASS CO., LIMITED
Warehouses—CALGARY, EDMONTON WINNIPEG

We Manufacture in Winnipeg:

Metal Shingles, Sidings and Ceilings, Corrugated and Plain Round Conductor and Eavetroughs in 10 ft. lengths, Metal Windows, Cornices, Skylights.

WINNIPEG CEILING & ROOFING CO., - - Foot Scott St., Fort Rouge
TELEPHONE 2845

PILKINGTON BROS., LIMITED
(WORKS: ST. HELENS, ENGLAND)

BRITISH PLATE AND WINDOW GLASS

Wired Rolled — ALSO Wired Polished Plate — Prismatic Glass
Figured, Rolled and Cathedral — Rolled Glass
Muffled, Obscured and Enamelled Glass — Plain and Bevelled Mirrors, etc.

Prices on application. FULL STOCK IN OUR WINNIPEG WAREHOUSE.
OFFICE AND WAREHOUSE: 157 MARKET ST., - - - WINNIPEG, MAN.
P.O. Box 164. Telephone 3271.
Also Montreal, Toronto and Vancouver

Ammunition, cartridges, American R.F.	33⅓ p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Dominion Eley's and Kynoch's soft, 12 gauge.	
black	16 50
chilled, 12 gauge	17 50
soft, 10 gauge	19 50
chilled, 10 gauge	20 50
Shot, Ordinary, per 100 lb	7 00
Chilled	7 50
Powder, F.F., keg, Hamilton	4 75
F.F.G., Dupont's	5 00

IRON AND STEEL—We quote:

Bar iron (basis)	2 70
Swedish iron (basis)	4 75
Sleigh shoe steel	2 75
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	9 50
Jessop	13 00

SHEET ZINC—The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The price is steady at the recent advance to $5.00 per cwt. for small lots with a reduction of 25c. per cwt. on ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

IRON PIPE—Quotations are:

Black, ¼ inch	2 45	Black 1 inch	5 75
" ⅜ "	2 85	" 1¼ "	7 85
" ½ "	3 15	" 1½ "	9 40
" ¾ "	4 00	" 2 "	12 90

Glaziers' Sundries!

Send us your orders when in a hurry and mark **"RUSH"!** for any of the following:

Putty in bladders
Putty in bulk
Glaziers' Diamonds
Red Devil Glass Cutters
Glaziers' Rules
Cutting Boards
Glaziers' Points
Point Driving Machines
Putty Knives, all styles

Complete stock for immediate shipment from either Winnipeg or Calgary. All orders shipped same day as received.

G. F. STEPHENS & CO. LIMITED
PAINT AND COLOR MAKERS
WINNIPEG and CALGARY

GALVANIZED IRON — Quotations are:

Apollo, 16 gauge	3 90
18 and 20 gauge	4 10
22 and 24 gauge	4 45
26 gauge	4 40
28 gauge	4 65
30 gauge or 10¾ oz	4 95
Queen's Head, 24 gauge	4 65
26 gauge	4 65
28 "	4 90

TIN PLATES—We now quote as follows:

Tinplate, IC charcoal, 20 x 28, box	9 50
" IX "	11 50
" XXI "	13 50

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote:

Canada plate, 18 x 21, 18 x 24	3 15
Canada plate, 20 x 28	3 40
Canadaplate, full polished	3 90

BLACK SHEETS—Prices are:

Black Sheets, 10 to 16 gauge, 100 lb	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

PETROLEUM AND GASOLINE—Prices are steady. We quote:

Silver Star, per gal	21½c.
Sunlight "	22½c.
Eocene "	24½c.
Pennoline "	25½c.
Crystal Spray "	24½c.
Silver Light	22½c.
Gasoline, 70-72 (Engine)	25½c.

(In barrels f.o b. Winnipeg.)

PAINTS. OILS AND TURPENTINE—Turpentine is steady at the recent advance. General business is very active. We quote:

White lead (pure)	$6 50
Bladder putty, in bbls	0 02½
" " in kegs	0 02¾
Turpentine, pure, in barrels	1 07
Less than barrel lots	1 12
Linseed oil, raw	0 66
Boiled	0 69

WINDOW GLASS—We quote:

16-oz. O.G., single, in 50-ft. boxes—	
16 to 25 united inches	$2.25
26 to 40 "	2.40
16-oz. O.G., single, in 100-ft. cases—	
16 to 25 united inches	4.00
26 to 40 "	4.52
41 to 50 "	4.75
51 to 60 "	5.25
61 to 70 "	5.75
21-oz.C.S., double, in 100-ft. cases—	
26 to 40 united inches	7.35
41 to 50 "	8.40
51 to 60 "	9.45
61 to 70 "	10.50
71 to 80 "	11.55
81 to 85 "	12.60
86 to 90 "	14.75
16 to 95 "	17.30
90 to 100 "	

British Columbia Trade News

Vancouver, B.C., April 14, 1906.

Half a million tons of ore, or nearly that amount raised, shipped and treated in B. C. smelters and refineries and reduction works, from B. C. mines is the record of 76 B.C. mines for the first three months of 1906. Of the 76 shipping mines only 17 shipped in the last week of March, so that the record is even more remarkable. In the treatment of this enormous quantity of ore there are eight smelters engaged. Of these, the largest is the Granby at Grand Forks with eight furnaces. The total capacity of these plants when the Dominion Copper Co's smelter is enlarged, as it will be immediately, and the zinc smelter at Frank is completed, will be between 50,000 and 60,000 tons weekly. With the record for the first three months of the year set so high, and the first part of the year not the most favorable for mining operations, it is a matter of interest to figure what the total for the year will be. The whole Kootenay mining country is steadily progressing and each month sees some improvement, either increase of output or addition to plant for treating ore.

* * *

The Consolidated Cariboo Mining Co., which has operated very large hydraulic propositions at Bullion, Cariboo, is to greatly enlarge its facilities for hydraulic work. J. B. Hobson, the general manager has just returned from New York, where he has succeeded in interesting the Guggenheims, leading financial men of the financial metropolis. Half a million dollars is to be spent in putting in a canal and pipe lines, which will be capable of delivering 5,000 miner's inches of water. It will take all this season to build the canal which will be 21 feet wide and six feet deep.

* * *

A miner's inch of water, while variously measured in different parts of the country, is legally defined in British Columbia as a flow of 1.68 cubic feet of water per minute. In former times it was the custom to place a weir across a stream and with a slotted board set up across the weir, the outflow through a slot a certain depth and width was figured as the miner's inch. In this country, where water is all-important in mining, irrigation, and for power, the measurement by miners' inches is important, as in that way the legal granting of a water record is made.

* * *

Nearly all the shingle mills at Ballard, a suburb of Seattle, Wash., has struck on wage complaints. Billard is the largest shingle producing town even on his coast where all the largest aggregations, except Barnum's, have their habitat. The fact that there is an unprecedented demand for shingles at this time, that there is no surplus in the market on either side of the line and that all mills have been working full time, would make it appear that if the trouble is not soon settled there will be a shortage. The B.C. shingle mills always sell a large proportion of their output to eastern U. S. points, but at the present time the home market is more than claiming attention.

* * *

Lumber conditions continue very aggressive. There is no let-up to the enormous demand from east of the mountains. At the same time there is not a very appreciable increase in the log supply yet. The mills are in nearly every instance, with the exception of the of the Hastings sawmill in this port, working only a day crew, because they cannot get logs enough for day and night. They could sell the lumber all right, but cannot get the logs fast enough to warrant starting in a night crew. As predicted, the enormous expansion of the lumber trade is having the effect of attracting new capital into new establishments here. There is to be at least one more large mill on Burrard Inlet this year, work having been begun on construction. A sale of property on the Fraser River was recently made for another mill, and now it is reported that prominent Seattle lumbermen are negotiating for a site here.

* * *

The only industrial strike (aside from the telephone operators) which threatened Vancouver this season, that of the carpenters has been averted by a mutual agreement between masters and men. The men wanted an eight-hour day with the minimum wage at 45 cents per hour, recognition of their unions and permission for business agents to visit all buildings in course of construction. The masters met the min every point except that of the wage demanded. On that they compromised at $3.50 per day of eight hours, the former minimum being 40 cents per hour for an 8-hour day. As a matter of fact many men have been in receipt of 45 cents per hour and even more, when found capable. This may have led to the movement to secure that figure as the minimum. As there are no other strikes in sight, Vancouver looks to another season of peaceful progress.

* * *

Kaien Island, the much-exploited and much-advertised, and supposed terminus of the Grand Trunk Pacific on this coast, is the site chosen for the location of a mill by the B. C. Pine Timber Co., an organization recently formed here, and which has as a starter an order to cut 500,000 ties for th new transcontinental line. W. D. Hays, a brother of the general manager of the G. T. P., associated with a number of local men, is interested in the mill. The machinery for the mill has been ordered from the east and will be forwarded to Kaien Island as quicly as it arrives, for the contract for ties is for early delivery and it is anticipated that work on cutting them will begin by mid-summer.

* * *

Seattle capitalists are the latest to project a plan for a pulp mill up the coast. It is to be located at Bella Coola. At the present time a survey party of 25 men is going over the proposed limits of the company completing the survey. A lease of lands has been secured by the company, which is known as the Bella Coola Development Co. While Seattle men represent the capital, the bulk of it comes from the eastern States.

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Changing From Credit to Cash.

A correspondent signing himself "Wanderer" writes: "I noticed in your 'Letter Box,' issue March 24, an inquiry from H. H. Clark, Lennoxville, in re changing from credit to cash business. A good many stores in this country have done or are doing that; giving as a reason that as the farmer gets cash for anything he raises it is high time he paid cash for what he buys. All the merchant needs is backbone, coupled with a little diplomacy that will enable him to explain matters to his customer and do it in such a way that he will leave the customer with the impression that he is doing him a favor by refusing him credit. I have in my mind now a country store that changed from credit to cash some years ago and it was predicted that it would not be a success, as there were three credit stores in the same town. But it has, largely due to the fact that the merchant made a complete change and bought and sold everything for cash. I stood in his store one day when a customer came in and the following conversation took place:

"'Good morning, John; how are you this morning?'

"'Very well, thank you, Donald. Are you buying partridge?'

"'Yes, John.'

"'How much?'

"'Twenty-five to thirty-five cents a brace as to quality.'

"'Buying butter?'

"'Yes, 18 to 20 cents per lb.'

"'Do you buy yarn mittens?'

"'Yes, 20 to 30 cents pair.'

"'Well, I will bring in the stuff and see if we can trade.'

"'All right, John.'

"The produce was brought in and a price agreed upon. The merchant went to his till and paid cash for all of it. After doing this he said:

"'Now, John, what can I sell you today?'

"'I don't know yet. I have a bill to pay down street and will see what money I have left.'

"'All right, John, but if you want any goods my prices are right.'

"The man went out, but came back in about an hour and spent even more than what the merchant had paid him.

"I asked the merchant if he did all his business that way. He said yes, and that by paying cash to the farmer there was no excuse for him to ask credit when he wanted to buy. Of course a man cannot sit round and smoke and play checkers and expect to do a cash trade. He must be awake, keep posted on prices and find a market for what he buys in the way of produce. If he takes pains to study the wants of his customers there is nothing to hinder him doing a profitable cash trade."

* * *

Steel Row Boats

R. G. Flewwelling, Hampton, N.B., writes: "Can you tell me of any manufacturers of steel row boats in Canada?"

Note.—No one in the boat building trade in Toronto knows of any being manufactured in Canada.—Editor.

* * *

Self-Wringing Mops.

A. M. Bell & Co., Halifax, N.S., write asking: "Can you inform us where we can buy self-wringing mops not attached to pails?"

Note.—Tarbox Bros., 11 Adelaide street east, Toronto, manufacture several lines and supply the jobbers. —Editor.

* * *

Book on Trade Discounts.

C. R. Everett, of the Victoria Copper Mining Company, Victoria, Mich., writes: "In answer to a query of mine as to where I could obtain a book giving the equivalents or net prices on trade discounts I have been referred to you. Kindly advise me what combinations of discounts are covered by your tables and the price of same, etc."

Note.—Morton, Phillips & Company, Montreal, publish a work of this kind, but we do not.—Editor.

* * *

Bottle Washers for Milk Dairy.

Mackie & Ryan, Pembroke, write: "Can you advise us where we can procure a bottle washer for a milk dairy?"

Note.—The Whitton-Drummond Company, King street east, Toronto, the Ballantyne Dairy Supply Company, Stratford, the Lawrence Dairy Supply Company, Ottawa, and the Derbyshire Dairy Supply Company, Brockville, are a few concerns in Ontario handling these goods.—Editor.

When wholesale prices are to be made, follow your own judgment.

See that your customers get what they buy at the price and time agreed on.

rain water

"Metallic" Eavetrough and Conductor Pipe are made of firmer metal, are better galvanized and more ornamental than those of other makes. There are no flaws or weak spots in "Metallic" Eavetroughing, caused by faulty rolling or bending.

Eavetroughs of any kind demand the utmost possible strength and in this respect "Metallic" Eavetroughs are superior to anything made. Corners are provided for by accurate mitres.

When once put on they never sag or twist.

OUR NEW $10,000 CATALOGUE We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

THE METALLIC ROOFING CO.
OF CANADA, Limited
(Established Twenty Years)
Toronto and Winnipeg

We also manufacture:
"Eastlake" Metallic Shingles
"Metallic" Ceilings and Wall Plates
"Metallic" Cornices, Skylights and Ventilators
"Metallic" Sheet Metal Fronts
"Metallic" Siding (Stone, Brick, etc.)
"Impervia" Fireproof Windows
"Empire" Metallic Shingles
"Metallic" Crestings and Finials
"Metallic" Corrugated Iron
"Hayes" Metallic Lathing.
"Metallic" Pressed Zinc Ornaments
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

415

LEATHER PUMP PLUNGERS.

Joseph Barrett & Sons, of Petrolia, who have been for eighteen years manufacturers of valve cups or plunger leathers for the oil trade, have recently commenced the manufacture of these goods for the general trade and have been very successful. Good reports have come in from those who are using them and have found them to be a superior class of goods.

SUIT FOR A BONUS.

Suit has been entered by Bennett & Wright, Toronto, against the W. J. Gage Co., wholesale stationers, for the recovery of $9,613.12, they having contracted for considerable work on the premises of the Gage Co., the contracts amounting to upwards of $20,000. After the recent investigation Mr. Gage is stated to have refused to pay about $4,000, advancing the claim that he had been over-charged to that extent. Bennett & Wright state that they are suing simply for their legitimate profit on the contract and that the contention that a 25 per cent. bonus was included is incorrect. The figures placed before the executive of the Master Plumbers' Association were the actual cost prices, and the 25 per cent. added on was to cover their profit, with a percentage of 5 per cent., which went to the association. Mr. Gage says he wants to find out whether or not a bonus was paid.

Newmarket, Ont., is to have an extended sewage and water system this week, and C. A. McKane has opened a plumbing shop there with the intention of capturing the trade. Mr. McKane was formerly employed by several of the leading master plumbers in Toronto.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

433. Ash handles, etc.—A large and influential firm in Birmingham wishes to purchase any quantity of the following goods: Ash handles, D. handles, stems, hay and manure fork handles, shovel handles, broom handles in bass, maple, etc., wheelbarrows, washboards, warner wheels, spokes, hubs, hay and manure rakes, cheap furniture, agricultural hand tools, hickory pick, sledge, hammer, axe and hatchet handles. Also shunting poles.

436. Hammer handles.—A Birmingham firm is in a position to take large quantities of hammer handles.

438. Spade eye handles.—A Birmingham firm wishes to get in touch with a shipper of spade eve handles.

439. Hydraulic pumps.—A large firm in Reading wish to appoint an agent for the sale of their hydraulic pumps.

444. Brass handles, etc.—A Birmingham firm wishes to appoint an agent in Canada for the sale of brass handles, knockers, letter plates, builders' goods in brass and iron. Also cabinet fittings.

446. Scales.—A Birmingham firm wishes to appoint an agent in Canada for the sale of their scales.

450. Blow lamps.—A Birmingham firm wishes to place their blow lamps or burning-off torches in Canada.

451. Fire clay. — A London firm wishes to place on the Canadian market their fire clay.

458. Gun-metal steam cocks, etc.—A Yorkshire engineering firm, manufacturers of gun-metal steam cocks, and valves, injectors, steam and water gauges, baths, lavatories and closets, fire-clay sinks, electric fittings, lamps, bells and cables, desire to extend their business in Canada and invite correspondence from parties interested.

SPLENDID TRADE RETURNS.

The prosperity prevailing throughout Canada is well illustrated by the trade returns for the nine months ended 31st March. These figures reveal a total foreign trade of $396,859,305, or fifty-five and three-quarter millions more than for the same period of the previous fiscal year.

The imports for consumption amounted to $207,202,084, being a gain of nearly eighteen and one-half millions. Imports of dutiable goods showed an increase of almost sixteen millions, and free goods a betterment of over seven millions. The latter is an infallible indication of brisk manufacturing.

In regard to exports the showing is infinitely better. We shipped abroad domestic products to the amount of $176,394,495, an increase of thirty-one and a half million dollars.

The most significant gain in exports is that in agriculture, which totals nearly sixteen millions. The other increases are: Products of the mine, $2,608,440; fisheries, $4,117,016; forest, $3,245,644; animals and produce, $3,504,473; manufactures, $2,139,697.

FOUNDRY AND METAL INDUSTRIES

The Transcontinental Railway Commission will shortly call for tenders for 50,000 tons of 80-lb. rails, and 2,500 tons of angle irons.

The Belleville Rolling Mills have been sold to J. Wardrope, of Ottawa, who has been acting for a syndicate. New machinery will be installed.

It is reported that the Canadian Locomotive Construction Co. will establish a plant employing 1,500 men at Halifax.

The Lake Superior Corporation and the Dominion Iron & Steel Company, have announced that they will both tender for the contract for 50,000 tons of steel rails to be awarded by the National Transcontinental Commission. As the rails are for this year's delivery it was thought that the Canadian companies would not be able to take the order. It is probable that the contract will be divided between the Canadian companies, as with the tariff they can quote a lower figure than the English manufacturers, who are the closest competitors.

ENTERPRISE FOUNDRY ENLARGEMENTS.

The Enterprise Foundry at Sackville, N.B., in which Messrs. Emerson & Fisher, of St. John, N.B., are largely interested, is to be further enlarged. A short time ago it became necessary to enlarge the foundry and now increasing business has made an addition to the warehouse and the erection of a new office building necessary. It is expected that the new buildings will be ready for occupancy in July. The addition to the present warehouse will give the foundry a three-storey warehouse 160 x 40 feet. The new office building will be a two-storey structure 40 x 35 feet, fitted with a vault and all the latest conveniences.

Several new lines of stoves are now being manufactured at the foundry. Among the ranges is a large one, with double ovens, especially adapted for hotels, it being said to be the first of its kind made by a Maritime Province foundry.

BURNING SOFT COAL.

The present coal strike has once more led people to think of the feasibility of burning soft coal. Although the time of year is about past when we need artificial heating, yet a prolonged strike of the anthracite miners will certainly affect us by the time next Winter sets in. Soft coal can, however, be successfully burned if care is taken in the way it is placed on the fire. It is necessary to have a good fire already going before the soft coal is put on. The soft coal should then be placed on top of the other fire in the shape of a mound, care being taken that it does not extend to the edges. The result will be that the heat will drive off the volatile matter so characteristic of soft coal, and will ignite the surface of the mound with little or no smoke. After the volatile matter has gone, the coal becomes coke, and is then by being spread out over the surface of the grate ready to perform the same service when a new supply of coal is added. Three fires a day have been found sufficient in this way of burning coal.

FURNACES IN CHINA.

The James Smart Mfg. Co., of Brockville, is opening up quite a trade in furnaces with North China. The last order received was for two furnaces for Chin Chow, Manchuria. Reports from that place say these heaters are being well received and that they give every satisfaction. The temperature sometimes drops to 20 below zero during the Winter in Manchuria.

FOREIGN COMPETITION IN RAILS.

A certain amount of surprise was manifested a few months ago, when it became known that a Spanish company —the Altos Hornos de Viscaya, of Bilbao—had succeeded in securing two contracts for the supply of a total of 21,000 tons of rails for export, the price being lower than the offers submitted by the associated works. The arrival of a new competitor in International markets induced the International Rail Syndicate to offer the Spanish company an allotment in the syndicate, so as to obviate competition in the future, but it is uncertain whether the company has agreed to the proposal. At any rate, the company plainly intimated at the time that it could take care of itself in the home market in Spain, and that its adhesion to the syndicate would be possible on the basis of an allotment of 60,000 tons per annum. Apparently the question is still in a state of suspension, but in the meantime new rivals have risen to disturb the equanimity of the Rail Syndicate in the markets of the world by the appearance of Russian and Austrian rail rolling mills as successful competitors in Turkey. The Turkish authorities required 14,000 tons of rails for the Hedjas Railway, and the Rail Syndicate arranged that the order should be allotted to the German works, which tendered at £5 16s. 10d per ton as the lowest price with free delivery at Haiffa. It is, however, reported from Constantinople that this tender has been rejected, and that the order has been divided between a Russian works and an Austrian company. The Providence Russe has secured the supply of 8,000 tons at £5 8s. 10d. per ton, while the Austrian Alpine Mining Company is to furnish the remaining 6,000 tons at £5 10s. 5d. per ton, with free delivery at Haiffa in both instances. If this report should be confirmed, it will prove somewhat of a shock to the International Rail Syndicate. In the meantime, the rail pool has, we understand, another eighteen months to run, and a good deal of dissatisfaction exists regarding the present agreement.—Iron and Coal Trades Review.

The hardware man who overlooks carrying a line of electrical supplies is losing good money.

MACHINERY STEEL

IRON FINISH
SINGLE OR DOUBLE REELED
COLD ROLLED

Large assortment in stock.

Close Prices for Import.

A. C. LESLIE & CO.
MONTREAL.

BETTER THAN OTHER BRANDS IS

B. K. MORTON & CO'S
B. C. BRAND
DRILL STEEL.

Users say this. You can prove it.

What quantity would you like?

Agents at Toronto, Canada:
BAINES & PECKOVER;
D. W. CLARK (Canadian Representative). P.O. Box 521.
Agents at Victoria, B.C.:
E. G. PRIOR & CO.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains. Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN
OPEN HEARTH STEEL

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Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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CANADA SMELTING CO.

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STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
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"PERFECT" GALVANIZED SHEETS

Is a Synonym for

GILBERTSON'S

COMET

Brand

Flat, well selected, soft and smooth, easy to work up The price—Less than other high-grade brands Get the prices.

MAKERS:

W. GILBERTSON & CO., Limited
PONTARDAWE, SOUTH WALES.

PAINT, OIL AND BRUSH TRADES

AMERICANS AFTER CANADIAN GLASS TRADE.

U. S. Consul Martin, of Amherstburg, who wishes to stimulate the American interest in the glass trade of Canada, writes:

Although the United States lies contiguous to the Dominion of Canada, with excellent facilities for reaching its markets by rail and water routes, the American manufacturers of glass are not participating in this market to the extent they should. In some lines they seem to be getting their share of the trade, but in window glass, common, colored and plate, only a small percentage is imported from the United States. This can best be shown by the following tables giving the amount and value imported from principal countries for the fiscal year ending June 30, 1905:

Country.	Common window glass. Square ft.	Value.	Colored, stained, etc. Square ft.	Value.
Great Britain	9,131,081	$227,996	219,908	$25,936
Belgium	10,078 047	244 987	89,580	5,581
France	83 700	2,195	.....	.....
United States	678,227	18,158	233,047	13,153

Country.	Plate glass up to 25 square ft. Square ft.	Value.	Plate glass exceeding 25 square ft. Square ft.	Value.
Great Britain	324,870	$52,299	282,101	$57 469
Belgium	433 927	70,272	518,126	70,533
France	125 559	27,197	5,803	1,129
United States	17,184	4,495	4,112	247

The United States furnished less than 4 per cent. of the common window glass, about 4 per cent. of the plate glass not exceeding 7 square feet each, 2 per cent. of the sizes from 7 to 25 square feet, and less than two-tenths of 1 per cent. on the still larger sizes. In plain, colored, opaque, stained, or tinted, and muffled glass America supplied 30 per cent. of the values. The duties are 15 per cent. on common window, 20 on stained, etc., 10 on plain glass up to 7 square feet, 25 up to 25 square feet, and 35 per cent. on larger sizes. On plate glass, rough rolled, the duty is 30 per cent.; the imports were $21,214, of which about 25 per cent. came from the United States.

In the Canadian glass trade other than those named the United States makes a better showing. The total value of electric light bulb imports was $41,134. All but $89 of this amount came from across the border.

Glass carboys or demijohns, bottles, decanters, flasks, or vials were imported to the extent of $313,773, of which the United States furnished $102,697 worth (standing second in the list), Germany sending $109,060. The duty on this class of glass is 30 per cent., and Germany pays the surtax.

Glass jars and glass balls, and cut, pressed, or molded crystal or tableware, decorated or not, are dutiable at 30 per cent. The total imports were $329,090. The United States headed the list with $218,540 worth.

Lamp chimneys, glass shades or globes, and blown-glass tableware pay 30 per cent. duty. The United States again headed the list of countries by sending $79,877 worth out of a total of $113,862.

The Canadian reports divide manufactured glass into 17 classifications, and I have given 11 items, covering importations to the amount of $1,645,884, of which the United States furnished $482,962. The importations for the year ending June 30, 1905, amounted to $1,952,504, the United States furnishing of that amount $596,740, or a trifle over 30 per cent. of the total. The importations for the year previous were about the same amount, with practically the same percentage from the United States. The last half of 1905 shows increased impotations, with a falling off in percentage from the United States. Total imports for six months ending December 31, 1905, were $1,209,016, the United States furnishing of this amount $306,477, a trifle over 25 per cent.

Great Britain has the benefit of the preferential tariff, while Germany is handicapped by the surtax of 33 1-3 per cent. in addition to the regular tariff. All other countries are on the same footing, as far as tariff is concerned.

If the American manufacturers can meet the prices quoted by the European manufacturers they can get the trade, as no prejudice exists against American goods.



Never has there been a time in the history of Canada when high grade quality in the article you sell has been in such demand as at present. Hollywood Paints, Paste, Ready Mixed and and Floor are made to meet this demand ——and are meeting it.

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA

WINNPEG, Man., care of Mason & Hickey
VANCOUVER, B.C., care of Durand Merchandise Company

FOR DIPPING ALL KINDS OF IRON, METAL OR STEEL

DIPPING PAINTS in liquid form

These paints will cover more surface and give more satisfactory results than any other dipping paints manufactured. Six colors, barrels, half barrels.

MARINE PAINT

All colors, barrels, half barrels, gal. cans.

LET US SUPPLY YOUR NEEDS. LET US SEND YOU A COPY OF OUR CATALOGUE

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

YOU'LL HAVE TO HURRY!

Now t at the **Paint Season** is again upon you, it behooves you to make up your mind on the lines you are going to carry.

Housekeepers will soon be asking you for the paints they will need in the annual housecleaning. If you have been supplying them with the old fashioned floor paints, it is time for you to

Turn Over a New Leaf

We have the goods that will build your reputation. They dry quickly, and leave a hard, glossy finish, which neither sticks, rubs off, nor cracks. You take no chances, for we positively guarantee these qualities.

They are just what your customers want, and we have them in all the popular colors. We are talking about

Jamieson's Floor Enamels

MADE ONLY BY

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St. MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Hardware Dealers and Glass Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND

OILS GUARANTEED GENUINE.

Canadian Agents—
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FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship**. If **sparks** of **fine quality**, **set by experts**, are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent

GODFREY S. PELTON

388 ST. PAUL ST., MONTREAL

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns. Also **Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons**, etc., etc., etc.

Canadian Agent, J. B GIBSONE, P.O. Box No. 478, MONTREAL

ANCHOR BRAND
H&P REGIS TEREN
TRADE MARK

The significance of the Big Paint Order recently placed with us by THE MARSHALL WELLS CO., of Winnipeg—

The Largest Paint and Varnish Order Ever Placed in Canada

—is not merely that it was a good stroke of business for us, but that it would be a good stroke of business for you to stock

Anchor Liquid House Paints

for your spring trade.

BRANDRAM BROS & CO
BRANDRAM'S B.B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

Manufactured by

HENDERSON & POTTS, Limited
HALIFAX and ST. JOHN

HENDERSON & POTTS CO., LIMITED
MONTREAL and WINNIPEG

RETURNED APR 17 1906

PAINT AND OIL MARKETS

Decoration

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 20, 1906.

Turpentine's drop of last week has been maintained. The direct opposite has taken place in the case of shellac varnish, which is now very high, and pure orange is quoted at from $2.70 to $2.75, and No. 1 orange at $2.50 to $2.55. There is still a scarcity of gum shellac which is accounted for by the lack of supplies from India. It is only about two years ago that gum shellac was selling at 15c. a pound. This was remarked by a prominent member of the paint trade the other day. A series of what would be termed crop failures has caused the jump up in prices. Linseed oil is advancing and we quote this week 57 to 60c.

Business generally is good and the early opening of navigation promises to keep all the large manufacturers well employed. This is according to the usual expectations, only that this season more than ever before the mills will all be taxed to their utmost. Prices are firm with the advances quoted being worthy of especial note. These advances are likely to be maintained.

LINSEED OIL—We quote : Raw, 1 to 4 barrels, 55c. 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c. to 60c.

TURPENTINE — We quote : Single barrel, 95c. per gallon; two barrels or over, 94c.; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

GROUND WHITE LEAD — We give prices as follows : Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65 ; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC — We quote as follows : Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote : Pure, 8c. to 9c.; No. 1, 6½c. to 7½c. No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are : Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows : Casks, 7¼c.; 100-lb. kegs, 7½c; smaller quantities, 8½c.

RED LEAD—Prices are firmly held as follows : Genuine red lead in casks, $5.75; in 100-lb. kegs, $6; in less quantities at the rate of $6.75 per 100 lbs.; No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

GUM SHELLAC — We quote : Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote : Pure white, $2.90 to $2.95: pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The market is firm at following prices : Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM—We quote as follows : American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—New prices have not yet been issued and meanwhile quotations can only be obtained from the dealers direct.

GASOLINE—Price has risen of late, and ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at the advanced price of 24c. in bbls.

WINDOW GLASS — Trade is brisk. Some marked advances are expected. Opening of navigation will have a strong stimulating effect on trade. Meanwhile we are quoting the following : First break, 50 feet, $2.10; second break, $2.20; first break, 100 feet, $4; second break, $4.20; third break, 100 feet, $4.75; fourth break, 100 feet, $5; fifth break, 100 feet, $5.25; sixth break, 100 feet, $5.75; seventh break, 100 feet, $6.25; eighth break, 100 feet, $6.50. Diamond star, first break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second do., $4.80 ; third do., $5.75 ; fourth do., $6.50 ; fifth do., $7.50 ; sixth do., $8, and seventh do., $9. Double thick, first break, 50 feet, $3.45; second break, $3.75; first break, 100 feet, $6.75; second do., $7.25; third do., $8.75; fourth do., $10; fifth do., $11.50; sixth do., $12.50; seventh do., $14; eighth do., $16.50; ninth do., $18; tenth do., $20; eleventh do., $24; and twelfth do., $28.50.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 20, 1906.

Linseed oil is again stronger this week and shows another cent advance. The increased use at this time of year, coupled with a lighter seed crop, are the reasons for this strength of the market.

Turpentine remains the same with the market a little easier than it has been.

An advance of three cents has been made in American crude petroleum, but Canadian prices have not been affected as yet.

Paris green and white lead are unchanged, the same scarcity prevailing in both cases.

Mixed paints continue to be a feature of the trade in so far as volume of business is concerned. All makers report business good in this line.

USE ARK BRAND

Sell your customers ARK BRAND PAINT because it has no superior.

We stand back of you with the guarantee.

ARK BRAND PAINT spreads easily and smoothly. It does not crack, chalk or peel.

Painters like ARK BRAND PAINT because it means "money saved" for them. It is made from pure lead, zinc and oil, and ground perfectly.

The prices ought to interest YOU.



Note:—MURESCO, the leading WALL FINISH, keeps on selling at a great rate.

THE FRANCIS-FROST CO. LIMITED
TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

BERRY BROTHERS, Limited

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

"QUI VIVE?"
"WHO GOES THERE?"

CANADA PAINT!

SEARCH THE WIDE WORLD

And you will search in vain for better decorating material than that made by

The Canada Paint Company

The largest shippers of Painting Material in the Dominion of Canada

AT HOME AND ABROAD THE CANADA PAINT COMPANY'S WHITE LEAD IS IN THE FRONT RANK.

Pure Colors
Triple Strength Colors
Amberite Exterior Finish
Amberite Interior Finish

Oxidised Decorating Enamels
Snow White Zinc
Varnish for all Purposes
Handy Varnish Stains—

EVERYTHING FOR THE PAINTER!

For Safety, Economy and Comfort See that Each Package Bears the Passport for Good Paint:

THE CANADA PAINT COMPANY Limited

NOTE—COMMERCIAL TRAVELLERS PASSING THROUGH BRANTFORD SHOULD SEE THE DISPLAY IN MESSRS. JOHN BISHOP & SON'S WINDOW OF THE C. P. CO'S PAINTS—IT IS AN OBJECT LESSON.

WHITE LEAD—Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 560 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50, ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks, 6c., in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1.00 per 100 lbs.

WHITING—60c. to 65c. per 100 lbs., Gilders' whiting, 75c.

PARIS GREEN—Prices have been withdrawn owing to recent advances.

SHELLAC VARNISH— Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 ((orange), $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 61c.; 5 to 9 barrels, 60c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrel lots, 96c. to $1 f.o.b. point of shipment, net 30 days. For less quantities than barrels, $1.05 per gallon will be charged.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2.00 to $2.10; bulk in 800-lb. casks, $1.50; pure, $1.95 to $2.00; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.00.

CASTOR OIL—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM—Prices continue unchanged. We quote: Canadian $1.36; Pennsylvania, $1.61; Ohio, 94c.

H. J. Cundall, of Charlottetown, P.E.I., asks for tenders for an addition to Prince of Wales College.

H. W. Pearson, secretary-treasurer of Temiskaming and Northern Ontario Railway Commission, asks for tenders for several roundhouses.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Builders' Hardware.

The Wilcox Manufacturing Company, of London, have a line of new door hangers, locks and other builders' hardware which it would be just as well to inquire about. Their new catalogue tells all about these things and will be mailed upon application.

Trucks.

Trucks are always a necessary article in all kinds of businesses. The Burrow, Stewart & Milne Company, of Hamilton, are cataloguing some pretty good trucks—for all purposes—and will be glad to tell the trade about them.

Retailer's Calendar.

The Innisfail Hardware Co., of Innisfail, Alta., have sent us their calendar. The cuts of their store—an interior and an exterior view—indicate that the business is a very progressive one.

A Page-Hersey Folder.

A unique folder in the form of a large shipping tag is being used by the Page-Hersey Iron & Tube Co., of Guelph. It calls particular attention to the P.-H. brand of quality on their pipe and invites dealers to send for their catalogue.

Morgan's Springs.

The catalogue of the Morgan Spring Co., who manufacture springs for nearly every purpose, as well as a full line of staples and specialties made from wire, is one of the most complete of its kind. Everything in these lines that the hardwareman or manufacturer needs is shown in this booklet, which will be furnished on application to James A. Henderson, Board of Trade building, Toronto.

Electric Fans.

The Canadian Westinghouse Company, of Hamilton, have gotten out some attractive folders on electric fans. These fans are shown in all sizes, and in some artistic styles. The season for their use will soon be here, and some helpful suggestions can be had by dealers sending for a copy.

Sleigh Bells.

The season for sleigh bells is over now but it is not too early to look up some of the newest things in this line for next season. The Carriage Mountings Co., of Toronto, are making some nice lines of bells and will be glad to acquaint dealers with them through their catalogue.

A Plumber's Encyclopedia.

Catalogue No. 33 of T. McAvity & Sons, St. John, N.B., is now ready, and the full treatment and diversity of lines

contained in it show the acquaintance this firm has of the wants of the trade they cater to. The book, with its 271 pages and nearly 1,000 illustrations, can almost be said to be a plumber's and steamfitter's encyclopedia. In the back pages are rules, tables, weights and recipes for practical use that are of value to every machanic. The McAvity firm was established in 1837, nearly 70 years ago, and since that time has always been known throughout Canada as a substantial and up-to-date business firm.

Blacksmith's Tools.

The Buffalo Forge Company have just issued Catalogue No. LG5, which should be in the hands of every dealer interested in blacksmith tools. The catalogue contains 16 pages, each of which contains, besides the ubiquitous buffalo, full information and prices on the many lines of blowers, forges, punches, shears, drills, etc. The catalogue will be sent on request, to all hardwaremen.

"Veronica Green."

On St. Patrick's Day the Canada Paint Co., introduced a new green which has been named "Veronica." The manufacturers are now busily engaged in sending out from their advertising department, between two and three thousand booklets to the hardware trade, drawing attention to this new window blind green. Besides the booklet, an attractive color card, showing the tone of the green, and circulars are also being distributed. Readers who have not received copies of these excellent advertisements are asked to write the manufacturers.

Hobbs Glass Catalogue.

The Hobbs Manufacturing Co., of London and Winnipeg, have compiled a complete catalogue for 1906 of their many kinds of glass. Some very pretty effects are shown in transoms, church and memorial windows, and in their ornamental and mitre cut glass. The Maximum light glass is given particular attention and illustrations are shown giving the different conditions of lighting, with and without this glass. The catalogue is accompanied with a discount sheet.

Francis-Frost Paints.

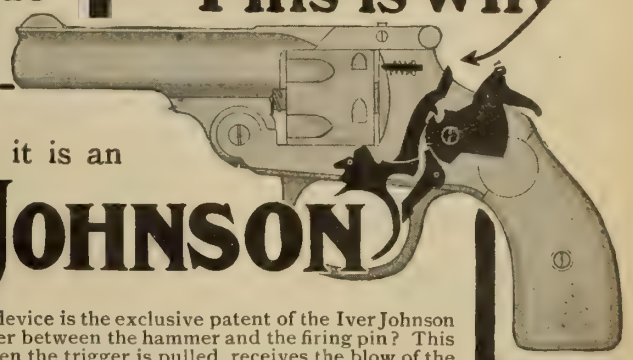
A compact, well filled catalogue has been prepared for the trade by the Francis-Frost Co., of Toronto. The firm handles a very extensive line of interior finish goods such as floor paints and surfaces, wall tints, etc., for the housecleaning season about to open, the qualities and uses of which are fully set forth. Varnishes of all kinds also have their place in this booklet, which altogether is most complete.

Watson's Trucks.

Our 100 styles of trucks are made by the John Watson Mfg. Co., of Ayr, Ont., who will be glad to tell the trade about them in their catalogue.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson **never** fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Price: Hammer, $5.00; Hammerless, $6.00

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.



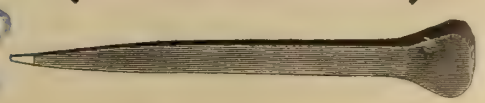
"M"

HORSE NAILS

are asked for by Blacksmiths who are particular about the work they turn out, because they know they can rely on MATERIAL being the best obtainable—PATTERN being right—Every Nail carefully inspected, so no chance of receiving any that are not first class.

When ordering specify "M" brand.

The MONTREAL ROLLING MILLS COMPANY



RETURNED APR 24 1906

To Montreal Cut Book #9 page 25

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Ontario Government's proposal to control the generation and distribution of electric power from Niagara Falls, announced during the past week, is one of the most advanced propositions yet made by a Canadian Government, and has consequently called for a wide discussion in the daily press. Briefly the proposition, as described by H. F. Gadsby in the Toronto Daily Star, is as follows :

"Like all great ideas, the Beck power policy is very simple. The Government, which owns the power for the people, controls the situation by its right of eminent domain, which it does not choose to exercise. Instead of expropriating the development plants, it buys power at $12 from the private companies, and sells it at what it will cost to transmit and distribute. For instance, Stratford wants Niagara power. Instead of driving its own bargain with the power companies, which might skin the Classic City and eat it alive, it comes to the Government Commission which has the business in hand, and makes its needs known. The Commission says : 'It will cost so-and-so to build a transmission line and erect a distributing plant to supply your town. We will charge you four and a half per cent. for the use of the public money, and that will go to create a sinking fund which will pay for the plant at the end of a term of years, when it will become the property of the province. We charge you 4½ per cent. because we can borrow at 3½. and we think you ought to pay one per cent. into the general fund of the state for the benefit of those who do not share your advantages. The rate to you will be $21.' In this way, the man who dances pays the piper, and the Government remains master and manager of the whole power field. It buys at a fixed price, transmits, sells, in fact does everything except produce, which last, some enthusiasts contend, would be a great bother anyway. This policy applies not only to Niagara power, but to all the power centres, Trent River, Kakabeka, the St. Lawrence Rapids, the Falls of the Rideau and the Ottawa ; to every part of Ontario where water runs down hill fast or far enough to make it worth while to hitch it up and set it to pulling the loads of commerce. In each of these centres the Government will charter one producing company, whose sole function will be to develop the power and sell it to the Government at a stated price, which, in turn, disposes of it to the consumer on the conditions already mentioned, and at rates just and reasonable. Capital gets its investment, the producer gets a staple market, and the people get cheap power. Some one asks, 'Why not expropriate the development plants at Niagara Falls, and be done with it ?' Mr. Beck's answer is that the Government has the whip hand in the ownership of the transmission lines. Besides, it would cost $25,000,000 to take over the power plants, and Ontario might have some trouble in borrowing that much money if Colonel Matheson had to turn the trick. Until the Gillies limit begins to pay dividends Ontario can't afford to spend twenty-five millions in one place. Beck's notion is to cut the coat according to the cloth. Expropriation would run into a tremendous pile of money. Besides, it is the duty of the law to protect the rich as well as the poor. At all events, the plan is equitable enough. If we can't have public ownership, out and out, public control, effective and thoroughgoing, is probably the next best thing. The complaint is made that $12 is too much to pay for power at the place where it is made, but the producer is entitled to his profit, and one can't expect every kick from the cow to be a milk punch. Mr. Beck says he has done some close figuring on this point and has secured a bargain-day price."

James Murchie Sons Co. will erect a saw mill near Gleason's Cove, N.B.

The city of Toronto will purchase an asphalt plant that will cost about $20,000.

The Sabey Lumber Co., Ballard, Wash., will build saw mills an Burrard Inlet, B.C.

The National Trust Co., Toronto, offer for sale the factories and lands lately held by the York Loan Co.

Peter Weiler, of Wetaskiwin, Alberta, is making arrangements to build and run a brewery at that place.

The city of Vancouver will buy a large rock quarry to supply municipal works, and will operate it by water power.

Joseph Battle, of Thorold, has been awarded the contract for grading for the electric road from St. Catharines to Welland.

Ten thousand men will be needed by J. D. McArthur, of Winnipeg, to carry on the Winnipeg-Superior section of the Grand Trunk Pacific.

A. Taylor and J. Ferguson, of Port Stanley, are connected with a company who will build and operate a cement block factory at that town.

The Hillcrest Railway Coal & Coke Co. will apply for a charter to build a railway from Morrissey, B.C., through the Crow's Nest Pass to Cardston, Alta.

The British Columbia Pine Timber Co., of Vancouver, will build a saw mill at Kaien Island, and have a contract to supply 500,000 ties for the Grand Trunk Pacific.

Another enterprise taking form in the Niagara district is the proposed steel works at Welland. Judge Muhlfelder, of Albany, and several New York and Philadelphia capitalists associated with

him were in Welland last week with Engineer Herrick, of Philadelphia, and his staff, making arrangements for erecting a large steel plant. Articles of incorporation have been applied for at a capitalization of five hundred thousand dollars, all of which is said to have been subscribed.

The capitalists behind the Canadian General Electric Co. and Canada Foundry Co. propose to organize a million dollar company to erect blast furnaces on the Niagara Peninsula to work in connection with the shipbuilding yards at Bridgeburg and supply material to the Canada Foundry and other enterprises closely allied to the parent concern. The difficulty in securing pig iron, now that the manufacture of steel rails has been taken up in Canada, and the prevailing high prices have, it is understood, much to do with the proposed enterprise. The projected furnaces will probably have an output of 200 tons a day at first, and of this, the Canada Foundry Co. would need one-half. The new company will likely be formed at once, and as the Niagara Peninsula is to be the location, the electric process of smelting may be used. The shipbuilding yards at Bridgeburg are being rushed to completion, in order that the owners, the Canadian Shipbuilding Co., may get to work immediately on the construction of the largest steamers ever built in Canada. One is a 10,000-ton steel freight steamer for the Chicago and St. Lawrence Transportation Co., and the other is a new palace steamer for the Canadian Pacific Railway for use on the upper lakes, possibly the new Victoria Harbor route.

—

Companies Incorporated.

The Brussels Oil Co. have been incorporated under Ontario charter with a share capital of $100,000, for the purpose of dealing in petroleum oil, natural gas, etc., and sink wells for same. The provisional directors are David Ross, W. L. Holmes, H. L. Jackson and W. M. Sinclair, with head office at Bussels, Ont.

John Millen & Co. have been incorporated under Dominion charter with a capital stock of $100,000 for the purpose of carrying on a wholesale and retail hardware and hardware sundries business. The provisional directors are John Millen, John E. Millen, Wm. Strachan, G. R. Lighthall and F. W. Sharp, with chief place of business at Montreal.

The Mann Brass Manufacturing Co. have been incorporated under Ontario charter, with a share capital of $50,000, for the purpose of manufacturing and dealing in brass goods and plumbing supplies. The provisional directors are Andrew W. Mann, Lila Mann, Charles Dunn, John Howard, Wm. O'Brien and Frederick Higman, with head office at London.

Northwestern Brass Co. have been incorporated under Dominion charter with a capital stock of $100,000, for the purpose of manufacturing and dealing in

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

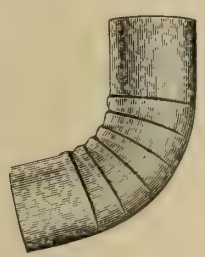
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F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



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Start Right

Now is the time, with stock-taking over, to make your plans for a record-breaking season's trade for 1906.

You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

Better Write To-day.

Pease Foundry Co., Limited
TORONTO

Pease-Waldon Co., Limited
WINNIPEG

brass castings, railway and foundry supplies, etc. The provisional directors are J. T. Ostell, Peers Davidson, A. Wainwright, F. H. Hewitt and Thornton Davidson, with chief place of business at Montreal.

Jones Underfeed Stocker Co., has been incorporated under Dominion charter with a capital stock of $150,000 for the purpose of manufacturing and dealing in stokers, furnaces, boilers, etc. The provisional directors are C. E. A. Goldman, J. McD. Miller, T. A. Silverthorn, B. A. C. Craig, D. A. Brebner, T. G. McConkey, and A. W. Holmstead, with chief place of business at Toronto.

BUILDING NOTES.

A jail to cost $3,000 will be built at Cobalt.

S. W. McKeown will build a tannery in Toronto.

W. J. Martin will build a $100,000 hotel in Montreal.

S. B. Cunningham will erect a residence in Hamilton.

J. Smith, of Grayson, Sask., will erect a stone block.

Gooderham & Worts will build a cooperage in Toronto.

$200,000 is being raised to extend Grace Hospital, Toronto.

A new Merchants' Bank building will be erected at Vegreville, Alta.

John F. Schultz, of Brantford, will build a residence to cost $2,500.

The Flesherton Hotel Company will erect a hotel at Flesherton, Ont.

Walter Davidson & Co. will build a cold storage building in Toronto.

The Royal Bank of Canada will erect a bank building at Amherst, N.S.

W. D. Douglass, of Winnipeg, will build a sheet iron working factory.

M. Rosenblat, Winnipeg, will erect a five-storey business block this year.

W. H. Lucas, Vancouver, has approved of plans for a theatre to cost $100,000.

The city of Winnipeg asks for tenders for the erection of a quarantine hospital.

Toronto will call for tenders for a new pumping station to cost about $12,000.

A Roman Catholic church will be built on Bloor street, Toronto, to cost $27,000.

The Tait-Carss Lumber Co., of Huntsville, Ont., will erect a new dry kiln, and have a railway siding run to their works.

The Standard Brick & Tile Co., of Winnipeg, ask for tenders for several buildings.

The York Radial Railway Co. have commenced work on a new power house at Keswick.

Improvements to the extent of $4,000 will be made on the Stanley House, Truro, Ont.

The Winnipeg General Hospital will have a nurses home built at once. Tenders are asked.

W. N. Morley asks for tenders for heating and ventilating a twenty-room school at Chatham.

The Alexandria Hotel Company, New Liskeard, will build temperance hotels in northern Ontario.

NEW CONSTRUCTION COMPANY.

A new construction company has been formed at Montreal, under the name of the Smith Marble & Construction Co., with a capital of $40,000. The company obtained a Federal charter and it has been decided to erect a large factory, ground for this purpose having been secured at Cote St. Louis. The new building will be two storeys high and of large proportions, the approximate cost being fixed at $10,000. They will contract for interior marble, concrete and cement flooring, tiling and general construction work, giving employment to a large staff of workmen. The officers of the company include D A Campbell, president; W. J. Henderson, secretary; A. L. Smith, treasurer; Peter Smith, managing director.

The Canadian White Co. are engaged upon an immense work in Montreal in the excavation of ground for a new cold storage property in that city.

Wm. McNally, head of the big contracting firm of Montreal, has just returned from the Old Country. Foreseeing the shortage in supplies of cement from the United States, and the incident advance of prices, Mr. McNally made arrangements with some of the Old Country manufacturers for supplies, and has chartered several steamers for the transport of cement supplies, which will deliver abundant cargo at Montreal shortly.



Varnishes must be *made* right to sell right. You cannot control the varnish trade of your locality unless the varnishes you handle have reputation and quality.

Sherwin-Williams Varnishes are a product of the best materials and highest skill in varnish making. They are known everywhere for their high standard of manufacture. They are always good, always uniform and always satisfactory.

The foundation and the life of varnish is the oil. ***The Sherwin-Williams Company*** manufactures all the oil used in its varnishes. It is made of best grade seed, carefully selected; the oil is perfectly purified and well aged—clear and brilliant. It is the best oil that can be made, and is but one of the advantages of the S-W. line.

These are points to consider. If you want varnishes that will build up your trade and bring the business to you, write today for our proposition.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS

Canadian Headquarters and Plant: 639 Centre Street, Montreal.
Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg, Man.

1885

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (a $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE.

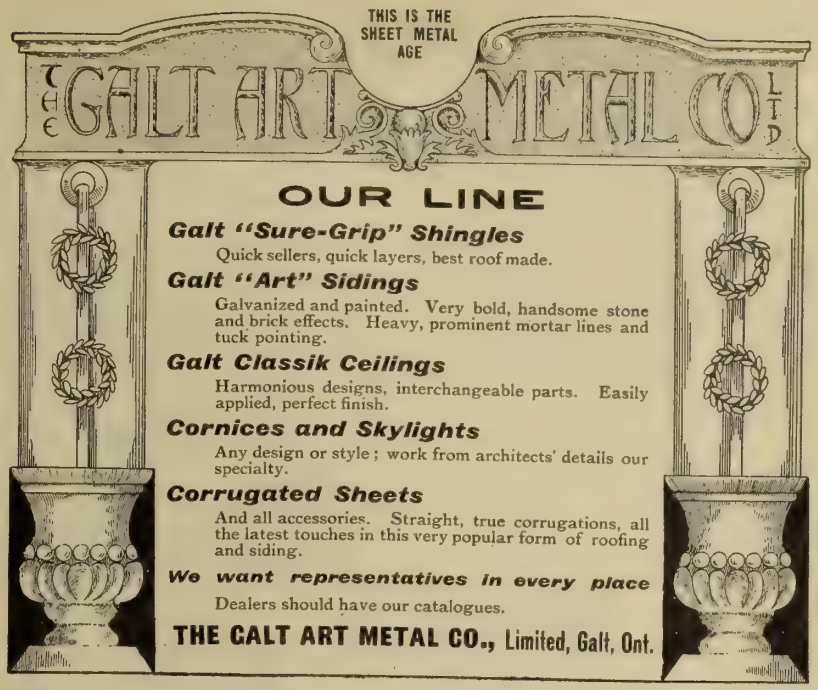
1000 SQUARE FEET wire cloth, assorted sizes from 20-inch to 40-inch, at $1.30 per 100 square feet. Box 520, HARDWARE AND METAL, Toronto. [18]

BARGAIN—Thirty gallons Ark Brand mixed paint for sale at 80c. per gallon. Box 517, HARDWARE AND METAL, Toronto. [15]

HARDWARE—$5,500—Large town; one opposition. Box 519, HARDWARE AND MDTAL, Toronto.

GOOD hardware, paint, wall-paper and stove business for sale; situated on St. Catherine Street, Montreal, with good advantageous lease; stock clean and up-to-date; golden opportunity for some person desiring to enter this branch of trade; best of references given; present owner going into the mining business. Apply Box I, HARDWARE AND METAL, Montreal. [tf]

ROLLING MILL, bolt and nut works—the large and well-eqipped plant of the Louisville Bolt & Iron Works, Louisville, Kentucky. This plant is located in the centre of the manufacturing district for Southern, Western and Southwestern markets; situated in the southern part of the city, containing about 4½ acres; directly on the main line of the L. & N. R. R., with proper switching connections to the packing room and for delivery of raw material, etc. Anyone buying and operating this plant will be exempt from city taxes for a period of five years. This plant contains 48 threading, single, double and triple and 14 tapping machines; 10 hot pressed nut machines, 16 bolt forging machines for varied sizes of bolts, with necessary equipment, such as hot blast furnaces, etc.; well equipped blacksmith shop; modern machine shop for repair work, etc.; 1 Belgian train with 12-in. roughing and 8-in. 5 stand, finish train; 2 large coal fired heating furnaces, each with waste heat boiler, with necessary hot bed, finishing shears, separate engine, pumps, etc.; 1 2-stand, 3-high 20-inch muck train, complete with squeezer attached, suitable engine to drive same; 8 busheling furnaces with waste heat boilers, 1 pair hot scales, muck shears, tools and other equipment. This plant has a full equipment of scrap shears and good facilities for handling material; 1 3-stand sheet mill, new and of most modern type to produce maximum product. This plant has ample power, containing 1 275 h.p. Hamilton Corliss engine for bolt and nut department, 1 engine and dynamo, a battery of 2 Atlas Engine Co. boilers and 1 Walton boiler, 1 Stillwell heater and all necessary shafting, pulleys, etc., for running same. A most complete and well arranged nut and bolt packing room. The above machinery is in good condition and could be put in operation without delay. The office is furnished with desks, vaults, safes, etc. This offer is a splendid opportunity for a very remunerative investment with very cheap fuel and water supply. A large pool of water in the plant will supply all of the water needed about the machinery. This is an opportunity rarely found for the manufacture of these products, being the best equipped and most modern of its kind south of the Ohio river. The sale of the property becomes necessary by reason of the death of the president and chief owner This plant having direct switching connections with the L. & N. R. R., is also directly opposite and within a stone's throw of the very large and modernly equipped shops of the L. & N. R. R. Co., where a very large per cent. of the product should find a ready sale, besides the large local trade, including the Kentucky Wagon Manufacturing Co. For further particulars call on or address The Fidelity Trust Company, Louisville, Kentucky, until the 16th day of May, 1906, at which date the property will be sold at auction on the premises.



SITUATIONS VACANT.

WANTED—A first-class hardware clerk at once. Apply stating experience and salary required, to the Geo. Taylor Hardware Co., New Liskeard, Ont. [16]

WANTED—Hardware salesman experienced in all lines; careful stock-keeper; taking manner; must be able to start and close sales; steady job. With application state when can come, age, salary and send references. Box 521, HARDWARE AND METAL, Toronto.

A SMART, active man wanted for Saskatchewan who understands steam heating and plumbing; must be able to figure the cost of any job; to the right man full charge of this department will be intrusted. Apply Box 515, HARDWARE AND METAL, Toronto. [17]

RETAIL hardwareman wanted for Saskatchewan who has some knowledge of bookkeeping; state age, experience and references. Box 514, HARDWARE AND METAL, Toronto. [17]

HARDWARE buyer wanted; must be thoroughly experienced, up-to-date and capable of systematizing this part of the business. Apply, giving references and stating salary expected, to Ross Bros., Limited, Edmonton, Alberta.

PRACTICAL tinsmith wanted, capable of taking charge of shop; good workman; best wages; steady employment. Write Ross & Matthews, Cannington, Ont. [17]

TRAVELER WANTED.

WANTED—Glass Traveller. Apply only by letter to the Consolidated Plate Glass Co., Toronto. [17]

WANTED—A traveler for Western Ontario to sell paint; a bright hardware clerk preferred, one who has confidence in his ability to sell goods. Apply, with references, to Box 98, HARDWARE AND METAL, Toronto.

SIDE LINES

TRAVELLERS calling on hardware trade, who are willing to take up a good side line which has been well advertised, and which is already well and favorably known by the trade, should write at once for full information; the article is patented, each sale means a good sized order on which a liberal commission will be paid; hundreds of these articles have been sold in Canada. Box 512, HARDWARE AND METAL, Toronto. (tf)



COVERT MFG. CO.,
TROY, N.Y.
DERBY SNAP
With Plated Rust Proof and Guarded Springs
"The Latest and Best."
For Sale by all Jobbers at Manufacturers' Price

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO
—Manufacturers of the celebrated—
"Saugeen Brand"
OF PORTLAND CEMENT
Prices on application. Prompt shipments

The Imperial Cement Co., Limited
Makers of the Celebrated Brand
"IMPERIAL" PORTLAND CEMENT
OWEN SOUND, ONT.

USE
"HERCULES" BRAND
PORTLAND CEMENT
Manufactured by
THE GREY & BRUCE PORTLAND CEMENT CO.
OWEN SOUND
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STREET PAVING and SIDEWALKS a SPECIALTY
SILICA BARYTIC STONE CO.
OF ONTARIO Limited
Head Office:
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for Septic Tanks.
Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
OTTAWA, - - ONTARIO.
Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers Send for 1906 Catalogue

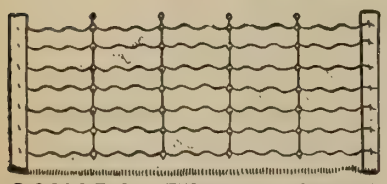


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W. L. HALDIMAND & SON, Montreal *HAMILTON*

EASTERN AGENTS *ONTARIO*

DIAMOND BRAND



is guaranteed HIGHEST CARBON, Cleveland Coiled Spring Wire, biggest profit, we sell trade only. Car lots shipped direct from our Cleveland plant.

Write before buying.

DIAMOND GRIP. Pat. Jan. 1895

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TO THE HARDWARE DEALERS:

LAFARGE NON-STAINING CEMENT

Fire Bricks and Fire Clay

Drain Pipe and Farmers' Tiles

Plaster

Mortar Color

Mortar and Brick Hods

Wheelbarrows.

Are as much in your line as any other article you sell. If you have lost sales in the past, make up for it now.

WRITE US FOR PARTICULARS

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KING, QUEEN AND WELLINGTON STS.

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WALKER'S QUICK AND EASY ICE PICKS



MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

WE WANT YOU TO KNOW WHY

our Tarred Felt, Roofing Pitch and Coal Tar will give you better satisfaction than any other you can handle. We can't tell you all about it here, but, if you will write us, our traveller will call on you and convince you.

"Dominion Brand" Roofing Materials

Are made only by us

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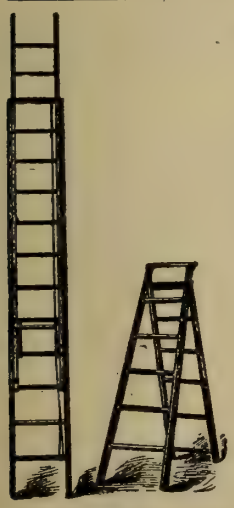
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BRANTFORD "ASPHALT" and "RUBBER" ROOFING

ARE ALWAYS KNOWN UNDER ABOVE "TRADE MARK"

DURABLE — CHEAP — EASY TO LAY

SAMPLES AND PRICES FREE



BUY GOOD LADDERS AND GET GOOD TRADE

Tinsmiths and Fruit Pickers prefer the

CELEBRATED DOUBLE TRUSS LADDER

to any other. The reason is strength, serviceability freedom from side swaying, freedom from warping.

SEND FOR PARTICULARS

BERLIN WOODENWARE CO.

BERLIN, ONT.

Manufacturers of Ladders for all kinds of use, Lawn Settees, Hammock Supports, Etc.

Western Branch: Winnipeg, Manitoba. Messrs. BALLENTINE & CO.

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PLIERS, PINCERS, SNIPS, FOLDING RULES, Etc.

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THE PINNACLE OF MERIT

is reached by the

Metallic Ash-Sifter

No other sifter has the **Double Lock Fold**, so no other sifter will last as long as the **Metallic Ash-Sifter**.

The **Metal Cover** that goes with this sifter keeps the dust down, and the **Wire Bale** relieves the strain on the arm.

You cannot do anything better than order a stock of these sifters. Booklet sent on request.

C. M. CUTTS & CO.

Sole Makers, - - TORONTO JUNCTION, ONT.

Established 1795.

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Wolverhampton, Limited

Branches at London, Calcutta, Melbourne, Valparaiso, Havana, Transvaal Colony, Etc., British Columbia.

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COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

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The Standard Ideal Sanitary Co. Limited

MANUFACTURERS OF

Porcelain Enamel Bath Tubs Lavatories Sinks Slop Hoppers

"MADE IN CANADA."

Write us at once if you want to secure

A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs, Sinks, Urinals, Latrines, Etc.**

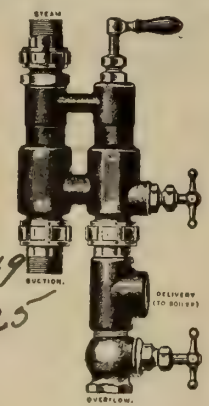
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Head Office and Factory:
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Sales Office:
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INSPIRATORS and INJECTORS



Genuine Handcock Inspirator.

Be SURE YOU STOCK a line that SELLS and a line that gets MORE Business where QUALITY counts.

The superior excellence of the Genuine Handcock Inspirator is too well known to require special description. The double tube feature of its construction eliminates the necessity of adjustment of either steam or water supply for varying pressures.

WE ALSO MANUFACTURE

a complete line of

PLUMBERS' STEAMFITTERS' ENGINEERS'

and

MARINE BRASS WORK



Engine Telegraph for Yachts.



J. M. T. Automatic Injector.

An Injector that never fails to give perfect satisfaction. It is particularly adaptable to traction and thrashing engines,

The James Morrison Brass Mfg. Co., Limited
89-97 West Adelaide St. TORONTO



Heintz Steam Trap

is a great economizer of fuel and space. It can be placed in any position with good results.

PLUMBING AND STEAMFITTING

EARLY STEAM AND HOT WATER HEATING

By R. T. CRANE in the Valve World.

I regard as very remarkable the evolution of steam warming, which started about the year 1860, especially in the line of private house warming, as we know of no evidence that steam was used for private house warming previous to this time, but about this time it seems remarkable the number, to say the least, of able people in the engineering line who took this subject up.

Of course we had hot air furnaces previous to this time, but there was also a considerable amount of hot-water apparatus put in private houses, and this line of work appears to have started in this country about the year 1842. As noticed in the life of Mr. Nason, he brought from London the Perkins apparatus, which he introduced, and about the same time the firm of Hitchings was started, who put in the ordinary dead pressure water heating, the same as used to-day in greenhouses generally. Their apparatus consisted of coils, made of two-inch cast-iron pipe and used for heating indirectly, using cast-iron boilers. This made a very satisfactory heating apparatus, and was put by them into a large number of the very best residences in New York City. From them grew a number of other concerns that put in the same class of work. In fact, there is no doubt but hot water heating was at this time in a goodly state of art.

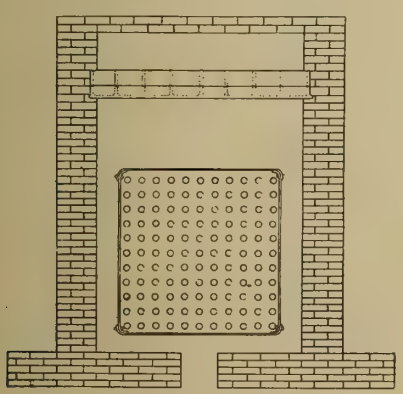


Fig. 1—Cross Section.

The English, who were decidedly further advanced in this line of work than the Americans at this time, produced some of the most skillful work I ever saw in the welding of boilers for this line of work, instead of riveting them.

Hot-water heating apparatus was found in the ruins of Pompeii, consisting of coils for heating and boiler for heating water; so it will be seen that the art of hot-water heating had been understood for a great many years. I merely mention this history in order to show that when the evolution of steam warming came it had a very formidable rival in hot-water heating.

The first private house steam warming I ever saw was an apparatus put in a house in Chicago by a New York firm, in which the manufacturer started in producing an apparatus based on the general principles of a hot-air furnace; that is, the boiler and the heating service were combined, as shown in the accompanying cuts. The boiler consisted of a square casing, which was filled with flues and encased in brick work, the fire being under it and the products of combustion going all around it and escaping at the top. Cut No. 2 shows the arrangement for having the air pass through the tubes, after which, of course, it is conducted to the rooms, through registers. This apparatus, although it was thought it would make a great success, proved a failure.

Hot Water Heating.

The correct principle in hot-water heating was known and extensively used before the introduction of steam for this purpose. Forty years ago it was used quite largely for the warming of private houses, particularly in the indirect form, as at that time no hot-water radiators were made suitable for private house work. The only thing of that nature then existing was the box coil, which necessarily would have to be screened and was not adapted for the finer class of houses. The Government, for a considerable length of time, used hot-water heating exclusively in public buildings, in which case direct heating and screened coils were used.

At that time, the method of running the supply and return pipes, so as to get the best results, was correctly understood. Since then some one made the discovery that the feed and return for the indirect radiator could be in the same pipe, which, as a novelty, is a very pretty arrangement. As a judicious proposition, however, it is absolutely absurd, for every one knows that water circulates simply from the fact that it rises as it becomes hot, and falls off as it cools off, and this action is absolutely in proportion to the height of the radiator above the boiler, and it will be readily understood that the more rapid circulation, the better will be the results obtained from the radiator. In addition to all the radiators being at a disadvantage on account of the sluggish circulation, the second radiator is at an increased disadvantage because part of its supply has been through the first radiator.

For the benefit of the less experienced engineers, the old-fashioned method of connecting radiators is explained as follows: As the supply leaves the boiler, it reduces in size until it reaches the last radiator. The return starts at the first radiator, small size, and increases in size to the last radiator on the supply line, which should here be the size of the large part of the main supply-pipe. From the last radiator the return to the boiler is direct. It will be understood that the first radiator to receive water is the first to return. Of course, the large part of the main pipe should be of equal area to that of the supply to all the radiators.

The object of the new method of connecting was to cheapen the connection, but what it gains in this respect is more than lost in the increased size of the radiators required by that method. Just what this increase in size of radiators amounts to, it would be difficult to say accurately without going into quite elaborate figuring. As a rough guess, however, we would say that the first radiator would need to have at least ten per cent. more area than under the old method of connecting, and every succeeding radiator would have to be increased three or four per cent. as the water becomes cooler. Not only is this objectionable on account of the cost of the radiator, but there is also a slight objection on account of their increased size.

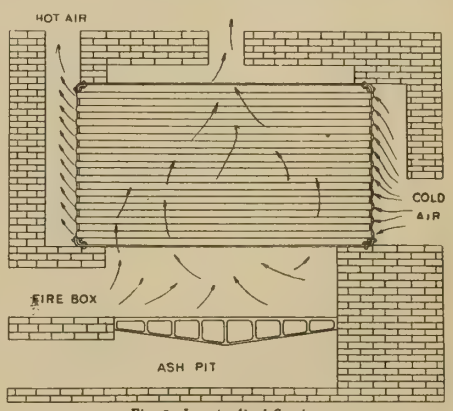


Fig. 2—Longitudinal Section

While on this subject of hot-water heating we think it well to give our views in regard to the merits of hot-water heating, compared with steam, for private house work. This question we took up a great many years ago and reached the conclusion, after experimenting, that hot water was inferior to steam, for the following reasons:

It is too slow in starting up, in view of the fact that water absorbs such a large amount of heat that a great deal longer time is required to bring the temperature of the room up to the proper point than is the case with steam. For the same reason, also, it is too slow in reducing the temperature after the house has become warm, as the large amount of heat that has been absorbed by the water has to be worked off before the house can be made comfortable.

Experiments made in this direction in my own house, many years ago, thoroughly convinced me of this fact. Much of the time the weather is such that only a small amount of heat is wanted early in the morning, but little or none being required during the remainder of the day, and as steam acts very quickly, it takes but a few moments to get heat into the radiators; then, when the time comes when no heat is required, the temperature can be very quickly reduced.

In addition to the discomfort caused by the slowness of the hot-water apparatus in warming up and cooling off, there is also a waste of fuel, as will be understood from the above remarks. Another advantage of heating by steam is that radiators may be about ten per cent. smaller than those required for hot water, under what I consider the correct way of connecting hot-water radiators, and probably twenty per cent. smaller than those required in the new system.

THE PROBLEM OF VENTILATION.

Life is sustained in the human body as in other animal organisms by the process of combustion in which the oxygen of the air is combined with the hydrogen and carbon of the assimilated food, and a new product, chiefly carbon dioxide, is formed, thus a continuous supply of air is as essential to the sustaining of life as it is to the combustion of fuel under a boiler. Here, however, all comparison ends, for the amount of air to be supplied cannot be solved by an equation of chemical reactions inasmuch as the "livable" limit is reached long before the chemical limit is approached. While the percentage of carbon dioxide in the air is a trust and worthy indication of the state of purity, it by no means accounts for the exceedingly harmful effects of impure air. The well known poisonous effect of respired air is believed to be due to organic matter exhaled from the lungs.

The following table gives the composition of pure air and of respired air:

	Pure air.	Respired air.
Oxygen	20.35	16.20
Nitrogen	78.10	75.4
Carbon dioxide	.04	3.4
Watery vapor	1.5	5.
	(Variable.)	

As the respired air is immediately diffused in the air of the room, it cannot be directly removed, but only diluted to such an extent that it ceases to be harmful. There is therefore no definite line between good and poor ventilation, and any standard of purity is arbitrary. Pure air contains three parts of carbon dioxide in 10,000; with an increase of carbon dioxide to 11 parts in 10,000, the air becomes noticeably oppressive, while an increase of three parts or a total of 6 in 10,000 is scarcely noticeable. Good ventilation is considered to exist when air contains a total of not more than from 6 to 8 parts of carbon dioxide in 10,000. Twelve or more parts of carbon dioxide in 10,000 is considered exceedingly poor ventilation and dangerous to health. It is estimated that the average adult, at rest, breathes 500 cubic inches of air per minute and exhales 17 cubic inches of carbon dioxide.

Cubic feet of air to be supplied per person for various standards of purity:

Parts carbon dioxide in 10,000.	Cu. ft. air per min. per adult.	Per cent. of respired air.
5	100	.29
6	50	.58
7	33.3	.87
8	25	.87
9	20	1.45
10	16.7	1.74
11	14.3	2.03
12	12½	2.32

Specifications of usual air supplies: Hospitals (ordinary) 35 to 40 cubic feet per minute; hospitals (epidemic) 80 cubic feet per minute; workshops, 25 cubic feet per minute; theatres, 20 to 30 cubic feet per minute; meeting halls, 20 cubic feet per minute; schools (per child), 30 cubic feet per minute; schools (per adult) 40 cubic feet per minute.

Immediately associated with the problem of ventilation is that of satisfactory heating. While the former applies chiefly to public buildings and densely peopled workshops, the latter is, outside of the tropics, a universal requirement equally applicable to buildings of all types and for all purposes. This requires the discussion of heating requirements and systems under two separate classifications, the first involving buildings requiring heating with ventilation, and the second, buildings requiring heating without ventilation.

One of the earlier and in some respects one of the best methods of heating and ventilation is the old-fashioned open fire place. The draft produced by the large chimney and open fire gives ample ventilation, but the distribution of heat is necessarily poor and as a heating system is most uneconomical. The next step in the evolution of the art was the stove, which improved the economy but sacrificed ventilation. However, its modification, the hot air furnace, gives a certain measure of ventilation, which nevertheless is too limited and unreliable to make its use permissable in large, densely peopled buildings. In addition to this it is often harmful to health, owing to the unavoidable leakage of poisonous products of combustion. Owing to the low furnace temperatures permissable, its economy is much below steam and hot water systems. The next advance is marked by the introduction of direct radiation, using steam or hot water furnaces. Meanwhile a great advantage in economy of operation provides for no ventilation other than by windows. Owing to its cheapness it has been extensively introduced and as a result the close, stuffy, steam-heated school rooms, offices and public buildings have doubtless increased materially the world's death rate. To remedy this effect, various devices have been employed with more or less success. The use of indirect radiation permits a certain amount of ventilation and elaborate systems have been advised by this system. They are, however, dependent upon such variable and uncertain conditions as the velocity and direction of the wind, and differences of temperature. On this account they failed to meet with any great measure of success wherever requirements were expected. Aspirating shafts for removing foul air in connection with indirect systems have given more effective results. In the latter systems, radiators are placed in the vent flues to produce a draft by increasing the temperature of the foul air. The cost of ventilation by this method is enormously expensive and the use of aspirating flues as substitutes for the fan is indefensible.

It is to-day a generally admitted fact that the fan system has solved the problem of successful heating and ventilation of public buildings. In recognition of this, the legislatures of several states have passed statutory laws requiring the use of the fan system of ventilation in school buildings. Among the states which have enacted such laws are New York, Massachusetts and Pennsylvania. The question is not "Shall the fan system be used?" but "How can it best be applied?" Several recent improvements have been added which have brought the art of heating and ventilation to a degree of perfection not previously known. One of the most important of these is the Buffalo Purifier and Humidifier, which removes all dust from the entering air and imparts to it the proper humidity.

SAFETY IN ACETYLENE APPARATUS.

The following conditions are those that are considered necessary by the committee appointed to inquire into the matter by the British Home Office:

The temperature of the generator should not rise above 268 degrees Fahrenheit.

The efficiency of the apparatus should be at least 90 per cent.

The size of the pipes carrying the gas should be such that there cannot be any chance of back pressure arising from this cause.

The carbide of calcium should be completely used up in the generator, none being discharged into the sewers, in a condition such that it may generate more gas.

The pressure within the generator should not exceed 11 ounces per square inch, and that in the service pipes, supplying the lights, should not exceed 2 3-4 ounces.

The generator should not give any tarry products, or similiar matter, as the result of the decomposition of the calcium carbide.

Care should be taken to prevent the stoppage of the passage of the gas, with the resultant increase of pressure, as by the action of frost, and other causes.

The apparatus should be constructed so that no lime sludge should be able to get into the pipes intended for the supply of gas to the lamps, or to the pipes intended for water circulation.

The air space in the generator should be as small as possible before charging.

The use of copper should be avoided in parts that come into contact with the acetylene gas.

I have given the above, which I have condensed more or less, from the Government report, with the figures given in the report translated into those in common use, as they appear to me to set the whole thing out very clearly when explained, and I now propose to explain them

The heat of the generator, it will be

easily understood, is a very important matter.

When the generator is in operation, the water being brought into contact with the calcium carbide, and decomposition of the carbide taking place, heat is liberated, at the same time as the gas is generated. Now, the great danger from explosions is, not the generation of gas, but the expansion of the gas, but the expansion of the gas generated owing to the heat that is liberated when the gas is generated. In a gas explosion in a house or in a coal mine they are the same, though the gases are slightly different in composition; the same thing takes place as when the gas burns harmlessly in the process of illumination, but it takes place at a very much more rapid rate. As already explained, when gas burns, in the ordinary process of illumination, heat is liberated, and it is the action of the heat upon the molecules of carbon and on the substance of which the mantles are composed which causes both to give out light. But if the gas is burnt at a very rapid rate, heat is liberated also at a very rapid rate, and the resultant gases that are formed expand so rapidly. and to such a great extent, that an enormous pressure is brought against everything with which the gas comes into contact. Hence, rooms are wrecked, as well as mine roads. The heat liberated by the action of the water upon the calcium carbide causes the gas that has been generated to expand and, in doing so, to exert a continually increasing pressure upon the walls of the apparatus. It will be seen that the acetylene generator is different from ordinary gas generator, inasmuch as with the latter all the heat is, or should be, taken out of the gas before it reaches any place where its presence can do any harm.

In the case of acetylene the matter is complicated by the fact that the gas decomposes if it is raised to a certain temperature, or if the pressure within the chamber in which it is stored rises to 30 pounds per square inch. When the temperature is named, or the pressure, is reached, the gas decomposes with very slight provocation into its constituents, carbon and hydrogen, and again with the liberation of a very large quantity of heat, with the result that the newly-liberated hydrogen gas is expanded very rapidly, or, rather, it endeavors to expand, the result being a large increase of pressure within the vessel, leading, possibly, to its bursting. For this reason, every acetylene generator is so arranged, or should be, that there is always plenty of water present to carry off any heat that may be liberated. And this is one of the points that are to be looked to in the acetylene apparatus. Increased safety is claimed by the advocates of the apparatus in which the water is brought to the carbide, and by those in which the carbide is brought to the water. I shall deal with the principal methods of construction in the course of these notes.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 20, 1906.

Early opening of navigation has set a swift pace for the plumbing trade. Everything points to unusual activity. Inquiries are numerous from all parts and all classes of goods are selling freely. River steamers are now getting ready for their first trips and the shipments of plumber's supplies will be notable on all lines. The weather has been warm and sunny during the week and this too has stimulated trade.

No change is recorded in prices.

RANGE BOILERS—Excellent trade for all lines. We quote: Iron clad, 30 gallon, $5.00; 40 gallon, $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—Strong market. High prices are holding everywhere in this trade. We still quote: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS— A good trade is reported. Large shipments ready for navigation opening. Discounts on all sizes of nipples, up to 6-inch, 67 1-2 to 70 per cent.

IRON PIPE— Demand has been steady all the week and prices continue steady. We quote as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $550; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27.00; 2 inches, $36.50;; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12.00; 3-4 inch, $15.00; 1 inch, $22.00; 1 1-4 inches, $30.00; 1 1-2 inches, $36.00; 2 inches, $50.00. The discount for black pipe is: 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS — Immense business in these lines. Large cargoes are awaiting steamers. Prices remain firm. No change in price is reported. We quote: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—The recent advances are likely to be maintained. The condition of the tin market is an issue of actual and possible importance for it is many years since the prices soared so high. Still prices have not actually altered. We still quote: Bar solder, half-and-half, guaranteed, 22 3-4c to 23c.; No. 2 (wiping solder), 18c.

ENAMELWARE—No change in prices. We quote as follows: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.15, special, $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 20, 1906.

With the increase of building operations shipments to outside points keep pace. Never before have prospects been brighter or business better throughout the country. Toronto local trade has not opened up quite so well, and although picking up now, it may still be said to be light.

It is hard to get enough enamelware to supply the demand, particularly in baths, although manufacturers are working to their fullest capacity.

Good orders are being booked for boilers and supplies, for later delivery, but present business is quiet.

There have been no price changes since our last issue.

LEAD PIPE—Business continues active in all lines. Prices firm, no change. We quote: Lead pipe, 8c., discount, 20 per cent.

SOIL PIPE AND FITTINGS—A good business is being done in all lines. Prices remain the same. Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Demand continues good with prices firm. No further changes in price. We quote: Black, 1 in. pipe, $4.37; galvanized, 1 inch pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — A large quantity of fittings continue to go out. Prices continue same as previous quotations. We quote as follows: Cast iron, elbows, tees, crosses, etc., 65 per

cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

GALVANIZED IRON RANGE BOILERS—Business is quiet at present, but the orders being booked show good prospect. There are no price changes. Our quotations are as follows: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallons, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11.00; extra heavy, $14.00; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—Indications are that a good trade will be done this year as orders for future delivery are good; but business at present is quiet. We quote: Hot water, 47 1-2 per cent; steam, 50 per cent.; wall radiators, 45 per cent.

SOLDER—Prices are quite firm at present quotations and considerable is being asked for. Bar solder, half-and-half, guaranteed, 23 1-2c., and wiping at 21c.

ENAMELWARE—Manufacturers are still rushed to meet the demand, particularly in baths. We quote: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special, $22.40. Fittings extra.

PLUMBING ITEMS.

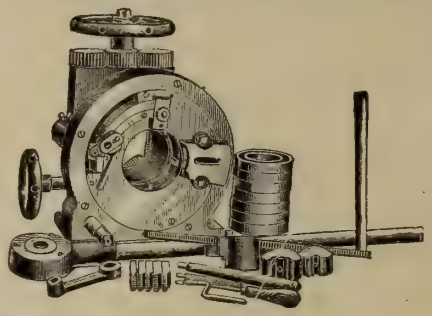
James Elliott has secured a permit to erect a plumbing shop at 838 College street, Toronto.

The Canada Brass Co., London, will install new brass working machinery and a new gas producer engine which is claimed to produce power cheaper than Niagara electricity.

James Geary, of Toronto, is suing S. F. McKinnon for $5,000 damages for the death of his son. The young man was badly scalded a month ago by the explosion of a steam pipe which he was repairing in the McKinnon building that he died soon after. His father alleges that there was negligence on Mr. McKinnon's part in not having better apparatus.

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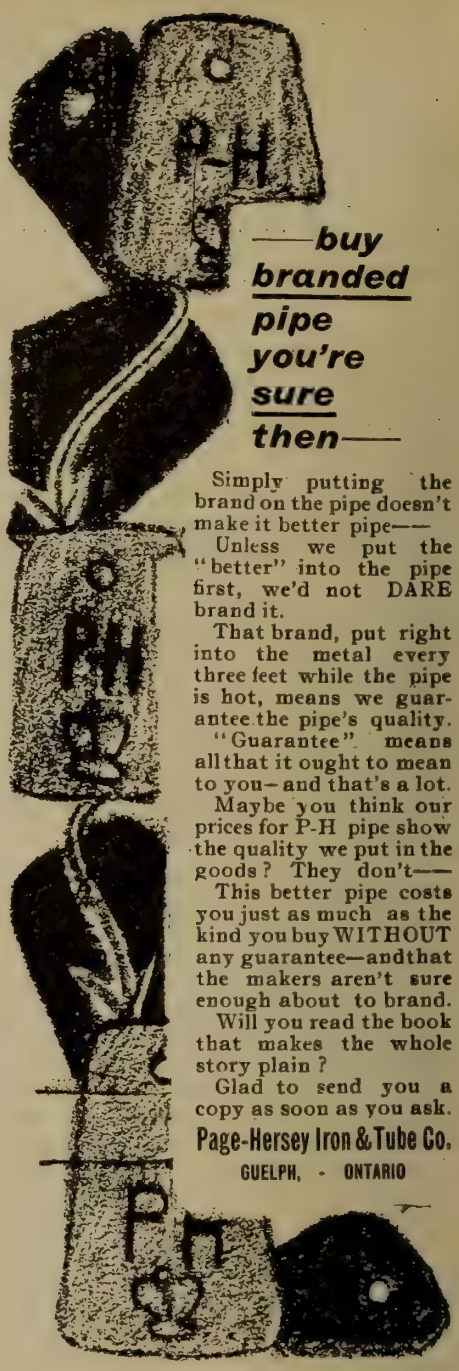
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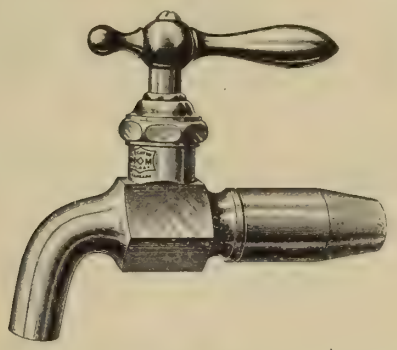
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Any chance about that ?
Want to know more about it ?

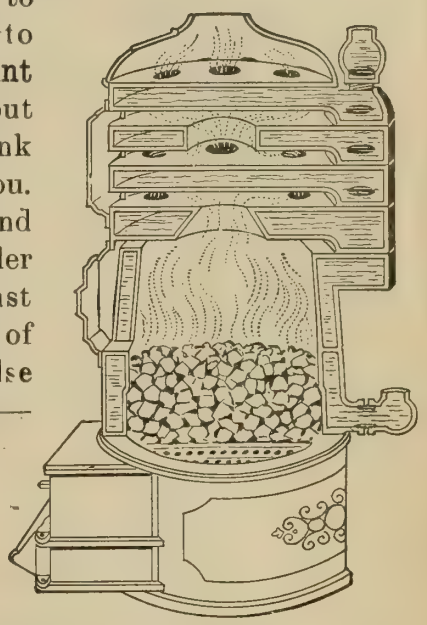
Send for our Illustrated Booklet.

THE NATURO COMPANY

C. H. MUCKENHIRN, President, **Salem, N.J.**

Less work for you — and more profit with the Oxford Hot Water Boiler

¶ Of the ten sizes we make in the "B. Series," five sizes go to you with all the sections built together—whole boiler ready to connect up. ¶ On the other five sizes, you have only one joint to make to assemble the sections. That one joint takes about a quarter the time usually needed to erect a heater. Think that over. ¶ That's the first profit the Oxford Boiler gives you. Everything about it saves you bother, earns you profit and makes you reputation. ¶ Everything about the Oxford Boiler satisfies you in the first place and satisfies the buyer in the last place. The biggest thing about it is that it does save a lot of fuel. ¶ It will pay you to know why it does that and what else it does. We are waiting for the chance to tell you all that—will you ask?



The Gurney Foundry Co., Limited

We also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Hot Water and Steam Boilers and Radiators, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

157

Phone No. Parkdale 1809

Post Office and Telegraph Address Swansea

The Dominion Sewer Pipe Co., Limited

Swansea, Toronto, Ont.

This is a good time to order your stock.



VITRIFIED SALT GLAZED

SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

The Dominion Sewer Pipe Co., Limited

Works: Swansea, Toronto, Ont.

CMC TORONTO

The Quality and Finish of our make of

BATH-ROOM FIXTURES

Cannot be Surpassed

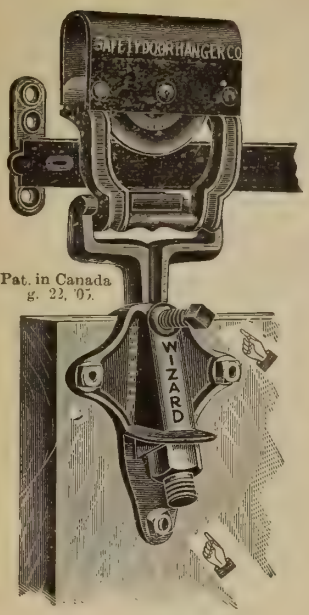
AND WE WANT YOUR BUSINESS

We will do our part by shipping promptly and packing carefully.

CATALOGUE "B" SHOWS THE PATTERNS

THE CARRIAGE MOUNTINGS CO., Limited

TORONTO



Pat. in Canada
g. 22, '05.

THE FRAME

of the

WIZARD ADJUSTABLE HINGE HANGER

is constructed of heavy boiler plate steel. The door plate and sliding link are made of the best quality malleable iron.

The "Wizard" has steel roller-bearings, Lateral and Vertical Adjustments, and swing-out and stay-on features.

Doors equipped with this hanger need not drag at the bottom or bind on the building.

No special track is needed for the **Wizard Adjustable.** Besides it is easy to adjust and is smooth running.

The **Wizard** is finished nicer than any other hanger on the market and each pair is packed complete with bolts.

Order the best—order **Wizards.**

MADE IN CANADA BY

Safety Door Hanger Co.

HAMILTON, - ONTARIO

THE CANADIAN BRONZE POWDER WORKS

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

FOR SPRINGS,

made and backed up by a concern with fifty years experience, send your specifications to

The WALLACE BARNES CO., BRISTOL, Conn.

NEW CATALOG JUST ISSUED.

The most light for the least money

C. G. E. INCANDESCENT LAMPS

LONG LIFE **EFFICIENCY** **RELIABILITY**

Write for prices and quantity discounts.

CANADIAN GENERAL ELECTRIC CO., LIMITED

HEAD OFFICE: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

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Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO



Kerr's Extra Standard

GLOBE VALVES

are of the best quality. They give the best of service and are moderate in price.

Every valve is TESTED, and PACKED, and GUARANTEED.

WRITE FOR CATALOGUE

The KERR ENGINE CO.,

Manufacturers Limited

WALKERVILLE - ONTARIO


"SILEX"
SELF-FEEDING
GREASE CUP


"SANCHO"
SIGHT FEED
OILER


"SULTAN"
FOR GAS ENGINE
CYLINDERS


SLIDE TOP
GLASS OILER


SAFETY
FOR
CRANK PINS

GENUINE


AUTOMATIC INJECTOR

BY TEST THE BEST


"SALUTE"
FLUSHING OILER


POLISHED BRASS
PLAIN ENGINE LUBRICATOR

REMEMBER

We manufacture everything in

Oil and Grease Cups

WRITE FOR CATALOG

MANUFACTURED BY


"SATURN"
PLAIN COMPRESSION GREASE CUP

PENBERTHY INJECTOR CO., Limited, - WINDSOR, ONT.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors,
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

"VICTORIA"
Household Refrigerator

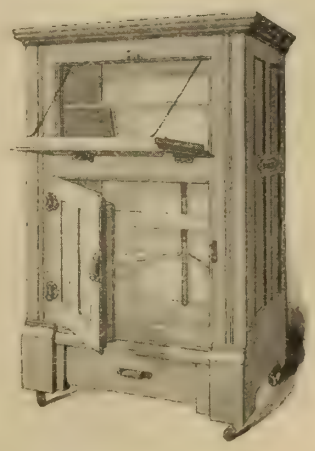
Is Our Standard.

Perfect Ventilation,
Carefully Insulated,
Superior Finish,

Trimmed with solid Brass Hinges and Locks.

Silver Medal :
Quebec Exhibition.

Diplomas :
Ottawa, Montreal and Toronto.



Write for Catalogue.

C. P. FABIEN

MANUFACTURER

MONTREAL

Branches at OTTAWA, WINNIPEG and WINDSOR, N.S.

GET YOUR SHARE

Business is sure when you stock up our——

"BLACK DIAMOND"

SHEATHING, TARRED FELTS
READY ROOFING
WRAPPING PAPERS
BUILDING PAPERS

TARRED FELT
"JOLIETTE" and "CYCLONE" Brands of Sheathing

Our goods are characterized by the "Quality that Wins." There is no reason why you shouldn't handle them.

SEND IN A TRIAL ORDER TO-DAY

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

April 21, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$41 00 $42 00

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
I C, 14 x 20 "	8 00
I X, 14 x 20 base	9 50
Famou equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I & X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
X, 14 x 20 "	5 75
XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, "	7 00
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge	7 50
" 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.	2 05	2 15
Forged iron "	2 30	2 43
Refined "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 75
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 30
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"I" " warranted		0 14
"O" "		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard	0 08	0 09
Crucible Steel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 45
No. 1 Monarch	0 30
"King" Anti-friction	0 20
Fleur-de-lis Anti-friction	0 15
No. 1 Thurber	0 12
Philadelphia	0 10
Canadian	0 07
Hardware Babbit No. 1	0 10
" " " 2	0 08
" " " 3	0 06½

Discount 20 to 30 per cent. according to size of order.

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	
14 gauge		2 55
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 70
22 to 24 gauge	3 70	3 75
26 "	3 95	4 00
28 "	4 20	4 25

Apollo.

10½ oz. (American gauge)	4 20
28 gauge "	3 90
26 " "	3 65
24 " "	3 40

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 45	....	3 40
22 to 24 gauge	3 60	3 85	3 65
26 "	3 90	4 10	3 90
28 "	4 15	4 35	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00 10 00
" ¼ "	5 60
" 5-16 "	4 45
" ⅜ "	3 85
" 7-16 "	3 70
" ½ "	3 55
" 9-16 "	3 45
" ⅝ "	3 35
" ¾ "	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	[count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots		20 50
	Bars.	
Cut lengths, round, ⅛ to ⅞ in.		26 00
" round and square,		
Cut 1 to 2 inches	25 00	26 00
	Sheet.	
Plain, 16 oz., 14x48 and 14x60		25 00
Plain, 14 oz.		26 00
Tinned copper sheet		27 00
Planished		34 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.		0 25
" 35 to 45 " "		0 24
" 50-lb. and above "		0 23

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 24

ZINC SPELTER.

Foreign, per 100 lb	7 25 7 50
Domestic " "	5 50 5 75

ZINC SHEET.

5-cwt. casks	7 50 7 75
Part casks	7 75 8 00

LEAD.

Imported Pig, per 100 lb	4 40 4 50
Bar, "	4 65
Sheets, 2½ lb. sq. ft., by roll	0 05½
Sheets, 3 to 6 lb. "	0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Cookson's per lb.	0 19½ 0 20

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

	Plate E I, Fittings extra	1st quality	Special
4 and 4½ ft. 3 in. rolled rim		$19 65	17 65
5 feet	"	20 65	18 65
5½ "	"	22 15	20 15
6 "	"	24 90	22 90
Plate E II			
5 feet	2½ in. "	19 15	17 15
5½ "	2½ " "	20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	20 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E300.	65 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 09	¼ inch	2 92
⅜ "	2 09	⅜ "	2 92
½ "	2 42	½ "	3 27
¾ "	3 05	¾ "	4 20
1 "	4 37	1 "	6 20
1¼ "	5 96	1¼ "	8 21
1½ "	7 15	1½ "	9 86
2 "	9 54	2 "	13 14
2½ "	14 50	2½ "	21 80
3 "	19 00	3 "	28 60

2 per cent. 30 days.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings, 60; nipples, up to 6 in., 75 per cent.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 75 per cent.

No. 1 compression bath cock	net 1 75
No. 4 "	" 1 90
No. 7 Fuller's	" 2 35
No. 4½ "	" 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS

Copper, 30 gallon	" 25 00
" 35 "	" 28 00
" 40 "	" 33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND HOUSEHOLD SHEARS

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SOLDERING IRONS.

½-lb	per lb.	0 37
2-lb. or over	"	0 34

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 22	0 23
Wiping	0 18	0 20

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

DRY WHITE LEAD.

Barrels	5 75
100-lb. pkgs	6 00

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.
Pure	6 25
No. 1	5 90
No. 2	5 65
No. 3	5 30
No. 4	4 75
Munro's Select Flake White	6 50
Elephant and Decorators' Pure	6 30
Tiger brand, pure	5 75
Monarch	5 75
Essex Genuine	5 75
Brandram's B. B. Genuine	7 50
"Anchor," pure	6 00
Sterling Pure	5 75
Island City Pure	5 75
Ramsay's Pure Lead	5 75
Ramsay's Exterior	5 50
'Crown and Anchor," pure	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$5 75
Genuine, 100 lb. kegs, "	6 00
No. 1, 560 lb. casks, per cwt	5 50
No. 1, 100 lb. kegs, per cwt	5 75

DRY WHITE ZINC.

Extra Red Seal	0 07 0 08
French V. M.	0 06 0 07
Lehigh	0 05 0 06

GROUND WHITE ZINC.

Pure	0 08 0 09
No. 1	0 6½ 0 07½
No. 2	0 5½ 0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co's pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle,	1 00
" Outside, bbls	0 55 0 65
Island City House Paint	1 25
" " Floor	1 25
Martin-Senour Co.'s 100 p.c. pure, gal.	1 35
" " " " ½ gal.	1 40
" " " " ¼ gal.	1 45
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown Anchor"	1 20
Senour's Floor Paints, gal.	1 20

PARIS GREEN.

600-lb. barrels	
250-lb kegs	
50 and 100 lb. drums	
25 lb. drums	
1 lb. paper boxes	
½ lb. tins	
½ lb. paper boxes	
¼ lb tins	

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
Copaline, per gal. can		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac." coach		1 80
"Gold Medal," per gal., in cases		2 00

GLUE.

Common	0 08 0 08½
French medal	0 10 0 14
White, extra	0 16 0 18
Strip	0 18 0 20
Coopers	0 1[illegible] 0 20
Ground	0 12 0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; 5 per cent. discount. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

	Wads. per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net	4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55 and 5
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70 and 5
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	

BOOT CALKS.

Small and medium, ball	per M 4 25
Small heel	" 4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS' CLEAVERS.

German	per doz. 6 00	9 00
American	" 12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt	per ton 55 00
Heavy Straw Sheathing	per ton 35 00
Dry Surprise	0 42½
Dry Sheathing	per roll, 400 sq. ft. 0 35
Tar "	400 " 0 45
Dry Fibre "	400 " 0 55
Tarred Fibre "	400 " 0 65
O. K. & I. X. L. "	400 " 0 70
Resin-sized "	400 " 0 45
Oiled Sheathing "	600 " 1 00
Oiled " "	400 " 0 70
Roof Coating, in barrels	per gal. 0 17
Roof " small packages	" 0 25
Refined Tar	per barrel 5 00
Coal Tar	" 4 00
Coal Tar, less than barrels	per gal. 0 15
Roofing Pitch	per 100 lb. 0 80 0 90
Slater's felt	per roll 0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50
"Surprise" White Sheathing	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American	per doz. 1 00	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33	per gross 7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4 "x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x ", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt. 0 60	0 65
Red	0 05	0 06
Crayon	per gross 0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CLOTHES REELS.

Davi Clothes Reels, dis. 40 per cent.

Paterson's Wire Edged Ready Roofing

(RED STAR BRAND)

FIRST IN QUALITY
FIRST IN DURABILITY
FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing. Don't you want to know how you can easily secure their profitable orders?

The Paterson Mfg. Co., Limited
Toronto and Montreal.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 60 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent	
Arcade	70	" 10	"
Kearney & Foot	70	" 10	"
Disston's	70	" 10	"
American	70	" 10	"
J. Barton Smith	70	" 10	"
McClellan	70	" 10	"
Eagle	70	" 10	"
Nicholson	60⅔		"
Royal	80		"
Globe	70 to 75		"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Size United Inches	Window Star Per 100 ft.	Box Price. Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

For less than 100 feet of one size, pane ist less 33⅓%. Terms 90 days net 2½ 30 days.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60; 5-case and over $3.50.

HEAD HALTERS.

Jute Rope, ½-inch	per gross	....	9 00
" " ⅝ "	"	....	10 00
" " ¾ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10

Sledge.

Canadian	per lb.	0 07	0

Ball Pean.

English and Canadian, per lb.	0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40	
" " 2, "	4 85	
Barrel, Underhill	5 00	

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb			0 06½
" " 5-in., "			0 06½
" " 6-in., "			0 06
" " 8-in., "			0 05½
" " 10-in., "			0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge— to 10 in	per 100 lb.	....	4 50
12 in. up	"	....	25
Spring, No. 20, per gro. pairs		....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 59, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list } Oval head
M.R.M. Co. brand, 55 per cent. }
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M. Co. brand, base	3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$3 95 to $5 00
Star, 12 to 16-in cut	2 75 to 3 05
Daisy, all sizes	2 50
Woodyatt, ball bearing, 12 to 20-in	5 60 to 7 45

Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11-in wheel, size 21,23,25	$10 00	14 00
10½ in. ball bearing 12 to 20	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	90

LOCKS.

Canadian, 50 to 50 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	....	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire.
2d	3 70	3 15
3d	2 85	2 80
4 and 5d	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 10

F.o.b. Montreal. Toronto 10c. higher.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen		6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	....	7 80
" "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 60 per cent.
2-in. Mesh 16 w.g. 60 per cent.
Smaller than 2 in. dis. 55 per cen

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English ....per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
man ..... "	0 60	0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw .... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 0016
Canadian pitcher spout	1 80	3

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood..... per doz. net 1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's..... ...	....	12 50
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros.' "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish.....	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 30 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal.....		0 10½
Pure Manilla		0 15
"British" Manilla.....		0 11½
Cotton, 3-16 inch and larger 0 21		0 23
" 5-32 inch 0 25		0 27
" ⅛ inch 0 25		0 28
Russia Deep Sea		0 16
Jute.....		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet.....per doz.		0 60
" " 60 feet..... "		0 75
" " 72 feet..... "		0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set		0 75
" No. 50, nickle-plated, "		0 80
Common, plain.....		4 50
" plated		5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
"Eureka" tinned steel, hooks "	8 00	

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's...per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	....	0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	6 50	
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz.	6 75	
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz.	8 75	

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 00

SQUARES.

Iron, No. 492 .....per doz.	1 90	2 25
" No. 493 ..... "	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk...85, 12½ and 12	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" " steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Listton's, discount 10 per cent.

German.....per doz.	4 75	5 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress .....per lb	33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2.....	....	5 50
Saw Vise.....	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....	$2 15
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ¼-lb. hanks 75c., in ½-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..	1 50

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	29 00

Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

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If it is made by Nicholson it is good.

AMERICAN ARCADE EAGLE GRT. WESTERN

OUR BRANDS

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Wrought Iron Pipe and Cast Iron Fittings

We have a full assortment of all sizes from 1-8 in. to 6 in.

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McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Oneida Community, Niagara Falls.
Page Wire Fence Co., Walkerville, Ont.
Western Wire & Nail Co., London, Ont.
Wilcox Mfg. Co., London, Ont.

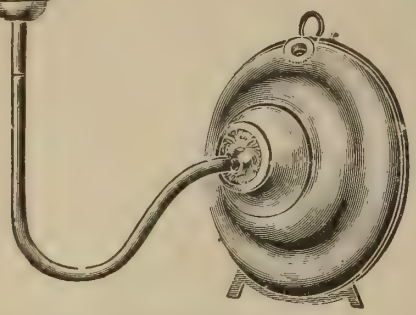
Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

URNED
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Book
52



THE "MONTREAL BEAUTY" NIGHT LAMP



A Light All Night for ¼ of a Cent.

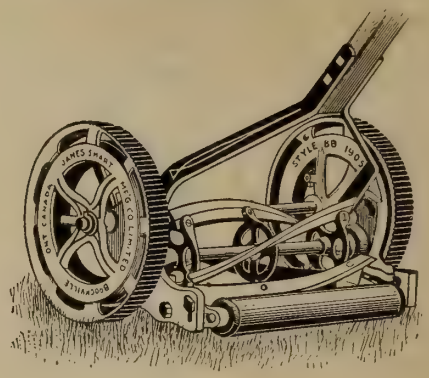
is by far the handsomest, safest, most economical and odorless Night Lamp ever invented.

It burns ordinary coal oil; one filling will burn 40 hours, or four nights, without odor. For Entries, Doorways, Stairways, Bathrooms, or anywhere; and in case of sickness this lamp will be found of great value. Highly recommended by physicians and nurses for invalid rooms.

The lamps are made of brass, nickel plated, they look like electric light when lighted, and will afford a steady light throughout the night. No attention needed; explosion impossible. Size 4 x 6 inches. **Retail at 75c. each.** Liberal discount to the trade.

Correspondence always a pleasure.
Manufactured for

L. J. A. SURVEYER, HARDWARE MERCHANT, 6 ST. LAWRENCE MAIN ST., **MONTREAL**

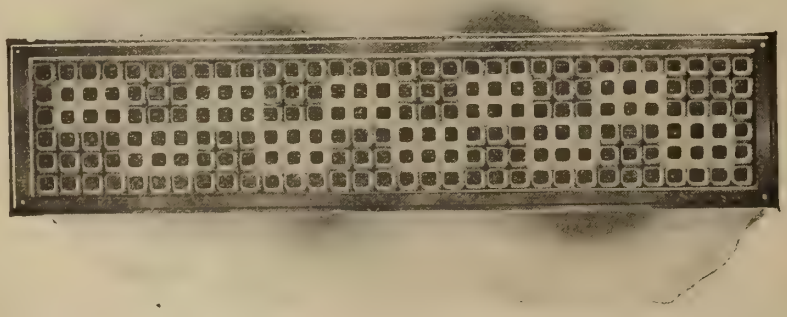


Lawn Mowers

are again in season and the BROCKVILLE line claim your attention for their beauty, usefulness and special value. Every variety is included in the list: High Wheels, Medium Wheels, Low Wheels, Ball Bearings, Plain Bearings, Three Blades, Four Blades, Five Blades. All particulars in Catalogue. Inquiries and orders solicited from ALL DEALERS.

The JAMES SMART MFG. CO., Ltd.

BROCKVILLE, ONT. and WINNIPEG, MAN.

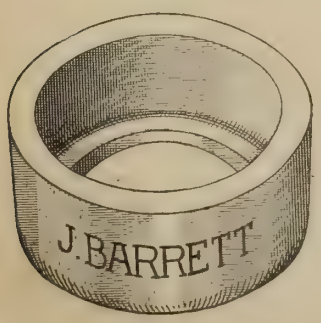


Wrought Steel One-Piece Screens

For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches.

Hart & Cooley Co.

New Britain, Conn., U.S.A.



HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in. cups	$6.00	per 100
3-in. "	$7.00	" 100
3½-in. "	$8.00	" 100
4-in. "	$9.00	" 100

Complete list on request

Expert Bookkeeping

Investigating and auditing of all classes of accounts undertaken. Trading, profit and loss and balance sheets prepared. Set of books opened and office system devised in an up-to-date manner. Collection of overdue accounts a specialty.

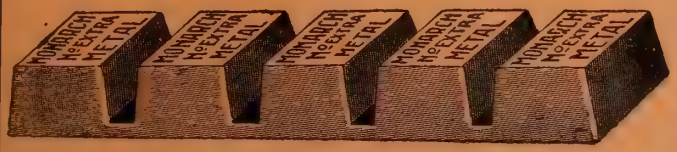
PERCY P. DAVENPORT

Chartered Accountant

378 Bannatyne Avenue, - WINNIPEG

Convention May 15, 16, of Retail Hardware Merchants of Ontario will be held in Toronto.

ROBERTSON'S



MONARCH No. 1

A RELIABLE BABBIT

manufactured by a reliable firm. Contains a large percentage of

Tin, Antimony, Copper

with sufficient lead to act as a lubricant requiring the minimum of oil.

It Keeps Bearings Cool

Stands heavy pressure and high speed.

Price, 30cts. per lb., less 20 per cent.

TRY IT

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

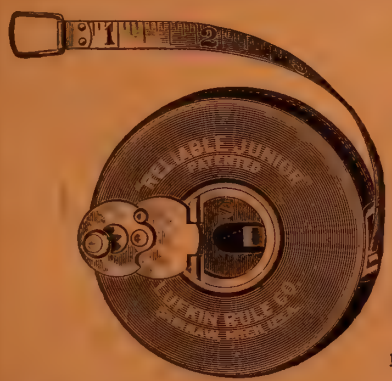
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn St. **New York City Branch**—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



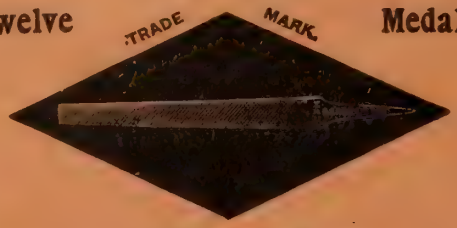
Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

We can quote favorable prices on the following goods for shipment from the United States:—

"Apollo" Galvanized Sheets.
Black Sheets, Bessemer and Open Hearth.
Range Steel, Pickled Sheets, etc., and different qualities suitable for all purposes.
Polished Sheets of different grades.
Coke and Charcoal Tinplates.
Black Plates.
Taggers.
Terne Plates
Large Tinned Sheets.
Galvanized Canada Plates.
Black Canada Plates.

Send us your enquiries

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

DOMINION OF CANADA SALES AGENTS

United States Steel Products Export Company, Sheet Steel and Tinplate Department, NEW YORK.

That Stuffy Room

is more deadily than desease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, **PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.**



It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

Testimony

Montreal, June 7th, 1901

Messrs. J. W. Harris Co., Limited
Montreal

Dear Sirs,

I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or the bad smell in any room.

F. D. MONK

Ask for booklet re Aeolian and Zephyr Ventilators, also booklet on Filter, etc.

The J. W. HARRIS CO., Limited

Successors to LESSARD & HARRIS

General Contractors and Manufacturers

MONTREAL

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, APRIL 28, 1906 NO. 17.

E. M. BICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

TRADE MARKS
"THE MURRAY"
"THE INVICTA"
"EL DORADO"
CAMBRIDGE & C° ENGLAND SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

EVERY SHEET BRANDED

Unscrupulous dealers have been known to ship out bundles with a sheet of "Queen's Head" on top and cheap unbranded sheets inside. Every sheet of "Queen's Head" and "Fleur de Lis" is branded and the quality guaranteed

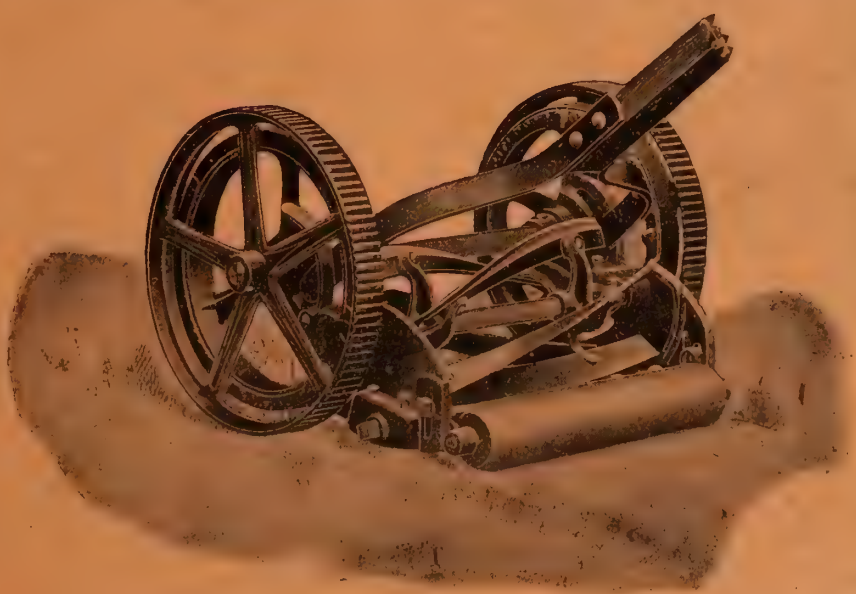
JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.

DON'T WORRY!

Your "quality" troubles and "sales" troubles are settled the moment you get in a stock of our

LAWN MOWERS



We are the mower makers par excellence. The jobbers look for our machines. You get our guarantee. If in the past you have sold the "wrong kind" now is the time to get right with your customers.

SEND FOR A COPY OF OUR CATALOGUE.

TAYLOR-FORBES COMPANY, Limited

The Largest Manufacturers of Hardware in Canada.

TORONTO: 1088 King St. West
Head Office and Works: GUELPH, ONT.
MONTREAL: 9 De Bresoles Street.

See Classified List of Advertisements on Page 79.

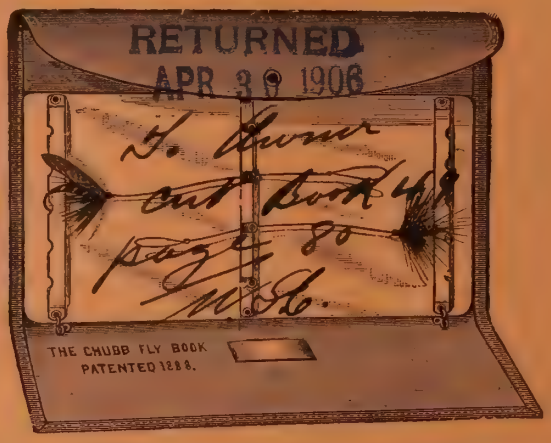
Fishing Supplies

Why not put in a stock of fishing tackle—Hardwaremen will find this one of their most profitable lines and you will not require to put in a large stock.

RETURNED APR 30 1906



FLY HOOKS

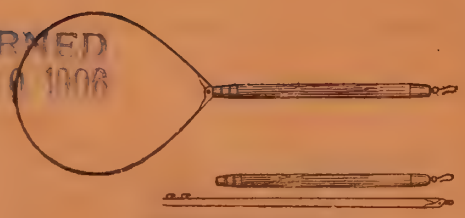


TROUT HOOK and FLY BOOKS

RETURNED APR 30 1906

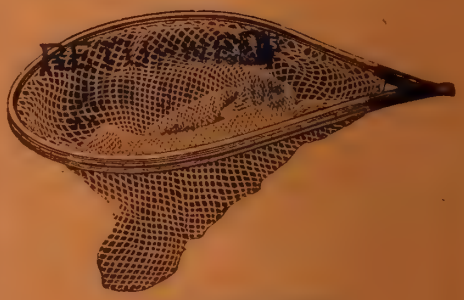


FLY HOOKS



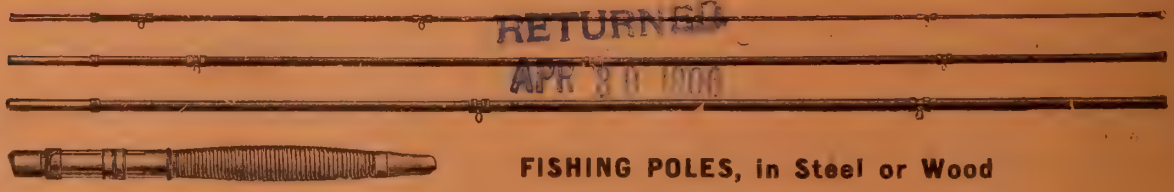
LANDING NETS

REELS RODS
LINES
FISH BASKETS
Etc.



LANDING NETS

FISH HOOKS



FISH LINES

FISHING POLES, in Steel or Wood

WRITE FOR PRICES AND CATALOGUE

RICE LEWIS & SON

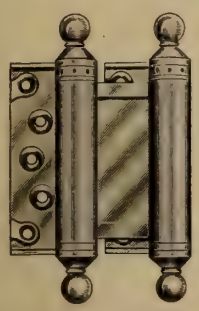
LIMITED

TORONTO.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

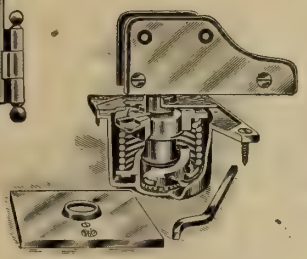
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

GET OUR PRICES ON

REVOLVERS

Harrington & Richardson. Iver Johnson

Sizes 22—32—38 Calibre

Hammerless

Never out of style. Always up to date.
The best is what you want.

THOS. BIRKETT & SON CO., LIMITED

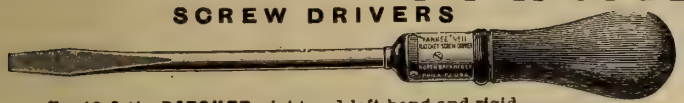
OTTAWA, ONT.

Other Tools are very Good Tools, but

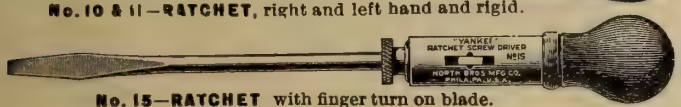
"YANKEE TOOLS" ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



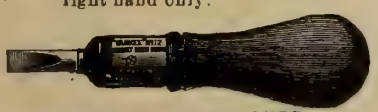
No. 15—RATCHET with finger turn on blade.



No. 30—SPIRAL RATCHET right and left hand and rigid.
No. 31— " " (heavy pattern)
No 20— " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



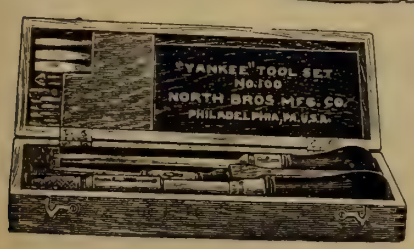
No. 12—RATCHET, with stub blade.



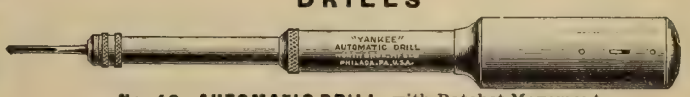
No. 60—POCKET SCREW DRIVER



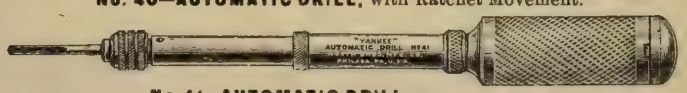
Countersink, for spiral ratchet screw driver.



DRILLS



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

We manufacture Cordage and Binder Twine of every variety.
We solicit your 1906 business for the following brands:

Blue Ribbon,	650 ft.	per lb.
Red Cap,	600 "	"
Tiger,	550 "	"
Standard,	500 "	"
Golden Crown,	500 "	"

Consumers Cordage Co., Limited

MILLS: MONTREAL and HALIFAX

BRANCHES:

W. A. C. HAMILTON, 11 Front Street East, Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
MERRICK, ANDERSON & CO., Winnipeg Distributors of our Binder Twine for Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

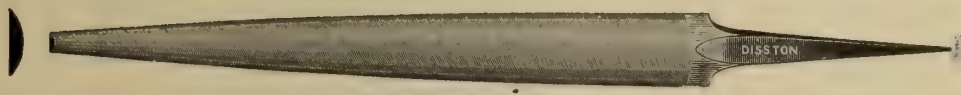
Ingot and Sheet Metals

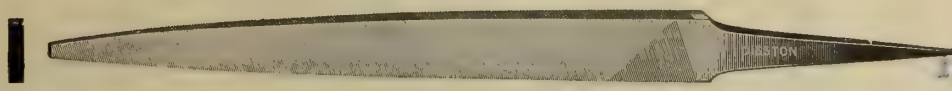
Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO









PROFIT

The good of a file is in the work it will do.

"Disston's" Files will do the most work in the shortest time—and won't wear themselves out doing it either; they're made right, from right material and are profit-builders for seller and user alike.

Remember the name—"Disston's."

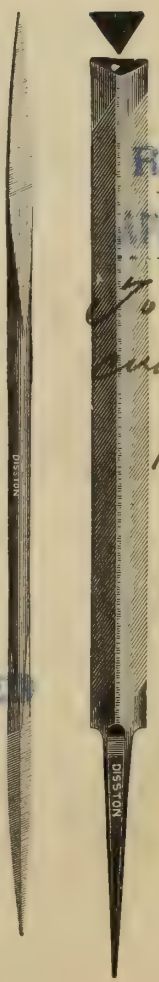
WRITE FOR PRICES

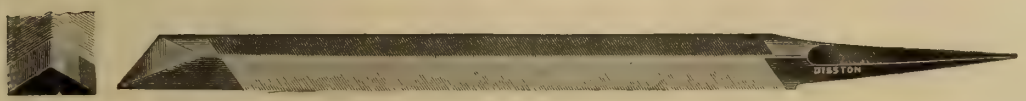
LEWIS BROS., LTD.

OTTAWA
TORONTO

MONTREAL
WINNIPEG

VANCOUVER
CALGARY







From "Torontonians as we see 'em"



W. G. HARRIS, Gen. Manager

HERE ARE TWO

BABBITT METALS

"IMPERIAL" 40c per lb.
No. 4 - 7c per lb.

"IMPERIAL"—No engine too large or particular but this metal will serve.

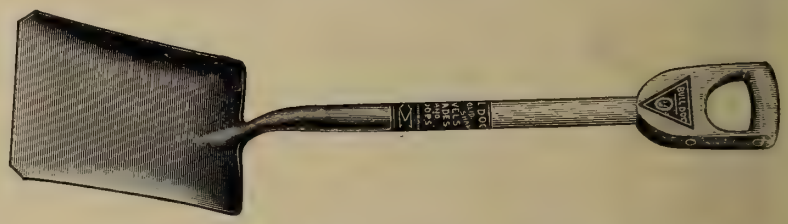
No. 4—Our lowest metal, for much light work is excellent value.

If you want to know what we know, let us know what you want to know.

We are Babbitt Specialists

THE CANADA METAL CO.
TORONTO

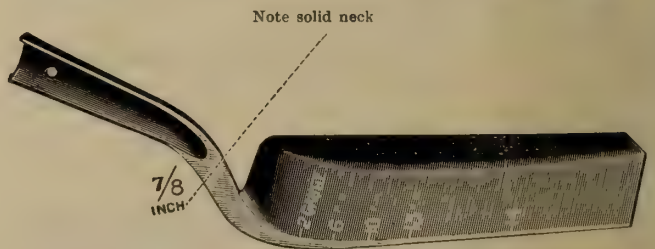
QUALITY



WHY?

One piece Shovel, no welding whatever, solid neck and blade, tempered in oil, straight chucked handle; handle can be replaced when broken.

BULLDOG
SHOVELS and SPADES



Sectional view of "Bull Dog" shovel, showing gauge at the different points.

Canadian Shovel & Tool Co.,
HAMILTON, CANADA. *LIMITED*

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

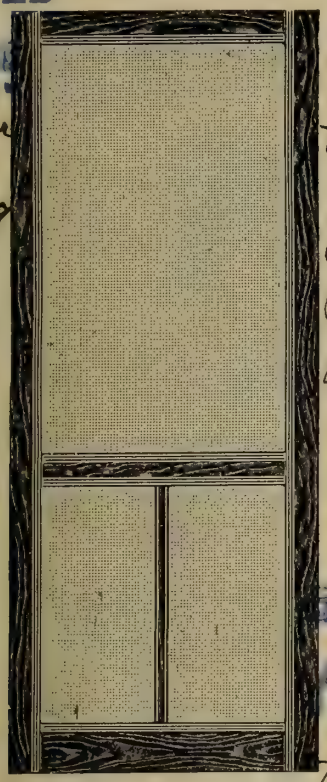
138-140 WEST FRONT STREET, TORONTO

Only Wholesale

Wholesale Only

RETURNED APR 30 1906 to owner cut Book49 Page 73 W.S.E.

SCREEN DOORS AND WINDOWS 1906



No. 1—Pine. Walnut Stain
" 1— " Grained, Quarter Oak



"Perfection" Window Screens



No. 2—Stained Pine. Light Stained
" 2— " Quarter Oak



No. 6—Clear Pine. Filled and Varnished
" 6— " Grained Quarter Oak



No. 3—Clear Pine. Quarter Oak
" 3— " Filled and Varnished



No. 8—Clear Pine. Grained
No. 8—Quarter Oak. Varnished

SIZE OF DOORS

2 feet	6 in.	x	6 feet	6 in.
2 "	8 "	x	6 "	8 "
2 "	10 "	x	6 "	10 "
3 "		x	7 "	

H. S. Howland, Sons & Co.

GRAHAM NAILS ARE THE BEST

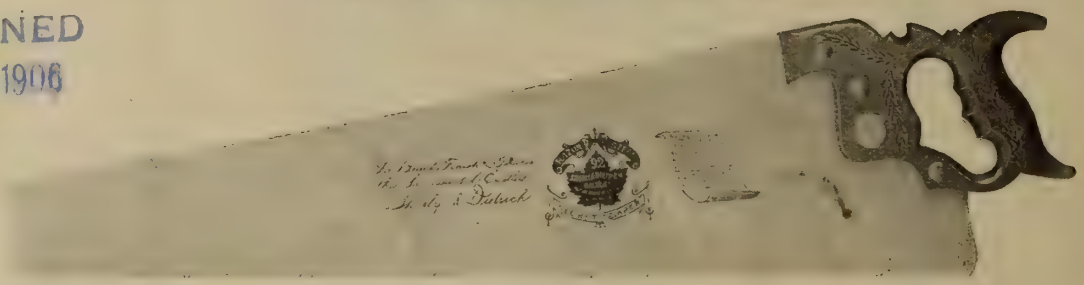
Factory: DUFFERIN STREET, TORONTO

We ship promptly. Our prices are right.

SHURLY & DIETRICH'S

No. 92
HAND AND RIP SAWS

RETURNED
APR 28 1906

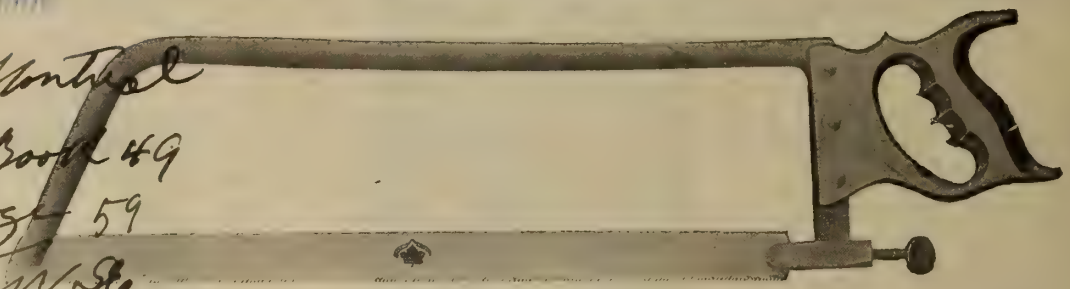


This hand saw is one of the finest on the market to-day. It is made of the highest quality of saw steel, tempered by the secret process which has made the saws of this firm so satisfactory for so many years. The grinding of the saw is carefully done, the back being thin and tapered so that the blade will not stick. The handle is fine beechwood, nicely carved and grooved for the fingers. It is made in both hand and rip, all lengths and points.

No. 22
BUTCHER SAW

RETURNED
APR 28 1906

To Montreal
cur Book 49
book 59
W Se



This saw has a razor steel blade $1\frac{1}{4}$ inches wide. The frame is oval-shaped. It can be had with a finger-grooved handle, as illustrated, or with the ordinary shaped beech handle. Various lengths, 16 to 24 inches. It is the best saw on the market for the general trade, and, like all Shurly & Dietrich saws, is the best that skilled workmen can produce.

Canadian saws are more profitable than imported, and the quality is equal. Why not make more money by selling the "Made-in-Canada" tools ?

Our travellers will quote you, or write direct.

FROTHINGHAM & WORKMAN, LIMITED

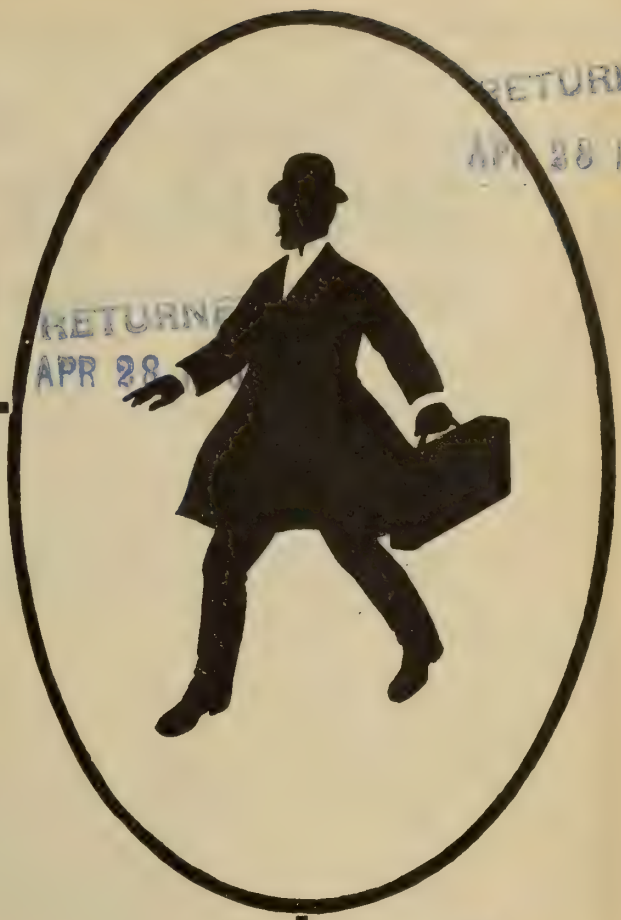
Wholesale Hardware and Iron Merchants

1809 **MONTREAL, CANADA** 1906

OUR TRAVELLERS ARE OUT

WITH SAMPLES OF THIS GREAT

Community Silver Line



Reasons for Remarkable Demand for
Community Ware are

IT HAS THE STYLE AND APPEARANCE OF STERLING

THE ORNAMENTATION IS RICH AND DEEP.

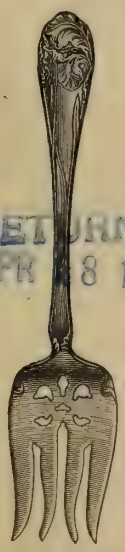
AT PRESENT PRICE OF SILVER THIS TRIPLE-PLUS PLATE IS MOST ECONOMICAL.

IT COSTS LITTLE MORE THAN SINGLE PLATE AND WILL LAST A LIFE TIME.

GUARANTEED BY MAKERS FOR 25 YEARS.



Flower de Luce
Pie Server



Flower de Luce
Cold Meat Forks



Flower de Luce
Berry Spoon



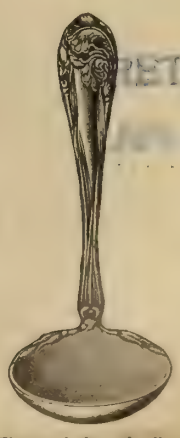
Flower de Luce
Coffee Spoons



Flower de Luce
Tea Spoons



Flower de Luce Forks



Flower de Luce Ladles

THE NEW FLOWER DE LUCE PATTERN

Illustrated here is something different to other makes. It should be represented in your stock

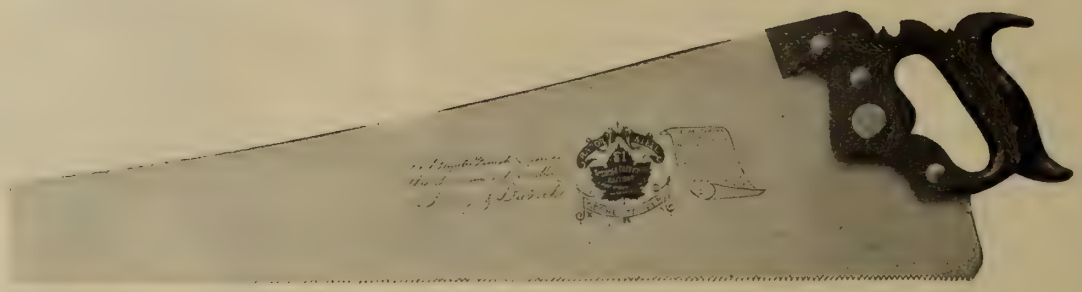
WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG

Canada Leads the World in the Manufacture of

HIGH-CLASS SAWS



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

The only favor we ask is that you compare

PRICES AND GOODS

If you want to hear of good things wait for our **SPECIAL CUTLERY SALESMAN.**



RETURNED
JUN 25 1906

Our Specialty—

Pearl Tea Sets
Pearl Fish Eaters
Pearl Fish Carvers
Pearl Butter Knives
Pearl Pickle Forks
Pearl Fruit Knives

More than a dollar of value for every dollar's worth of goods bought is our effort.

MEILINK'S DEPOSIT VAULTS



No. 9. 400 lbs.

RETURNED
JUN 25 1906
To Answer
our Book 51
page 88

Outside Dimensions—
29 inches high
21 inches wide
18½ inches deep

Inside Dimensions—
18½ inches high
14 inches wide
12½ inches deep

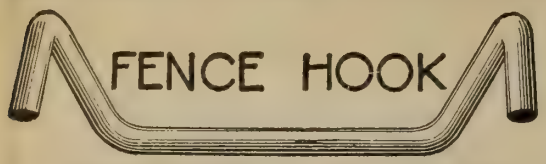
Our customers have the satisfaction of selecting from a stock which is always **up-to-date**

THE HOBBS HARDWARE CO., LIMITED

LONDON

Branch: TORONTO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT

TRADE MARK

This design a guarantee of quality.

Heavy Red-Brown Wrapping

FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF

SAMPLES AND PRICES GLADLY SENT.

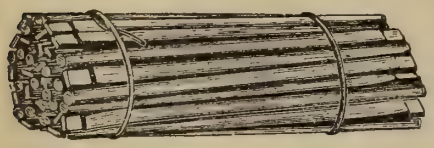
CANADA PAPER CO.

TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of HUBS, SPOKES and BENT GOODS

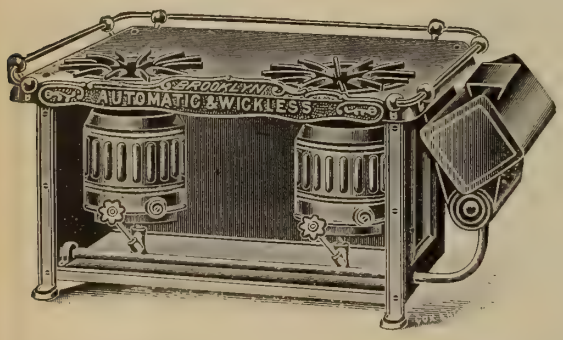


We manufacture a complete line of parts for ***Wagons, Carts, Sleighs, Buggies*** and ***Cutters.*** We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making ***Heavy Stock*** for Wagons, Carts and Sleighs, also ***Straight Heel Shafts*** and ***S. B. Poles*** in all sizes.

We use strictly first-class material, and good workmanship.

Send for prices for your requirements.

QUEBEC AGENT:—**J. A. BERNARD, 21 St. Peter St., Quebec, P.Q.**



Brooklyn...

Blue Flame Wickless Oil Cook Stoves.

TWO or THREE BURNERS

Prices and booklet, showing full line of these goods, on application.

We handle Oil Stove Ovens at all prices.

E. T. WRIGHT & CO.

HAMILTON, CANADA

GRAIN MEASURES

WOODEN GRAIN MEASURES and CHEESE BOXES. PLANED and MATCHED LUMBER. SHINGLES. LOWEST PRICES.

J. W. HANNAH,

Greenbush, Ontario

Correspondence Solicited.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

B. A. GRAUTOFF & CO.

8 Fenchurch Buildings, London, E.C.

Import and Export.

Old established house with highest connections in Great Britain and on the Continent of Europe.

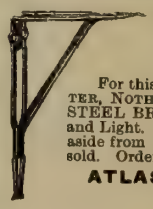
Cable Address, "Grautoff London," Liebers Code.

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.



Will Hold Up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants, 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

THE NEW

"SOLID-ADJUSTABLE"
HAND STOCK AND DIES



New prices that will warrant your inquiries.

The BORDEN COMPANY

WARREN, OHIO. U.S.A.

Lines for the Hard-wareman



Metal Cornices, Skylights, Finials, Shingles, Ceilings, Roofing, Siding, Corrugated Sheets, Ventilators, Etc.

There is room in your town for business in these lines. If not, then you are trying to do business in a place where no building is going on, no alterations, no additions. **And where is this place ?**

Get in a stock of our goods, display them at the front and in your store, keep tab on the Construction Notes in your local paper, and once and awhile run a nice little "Metal" ad.

If you have any special orders on hand, send them along. We turn out work at lowest possible prices and in quickest possible time.

Metal Shingle & Siding Co., Limited, - Preston, Ont.

Telegraphs—"Rounds Montreal."
Code—A.B.C., 4th Ed.
Tel.—Main 1678.

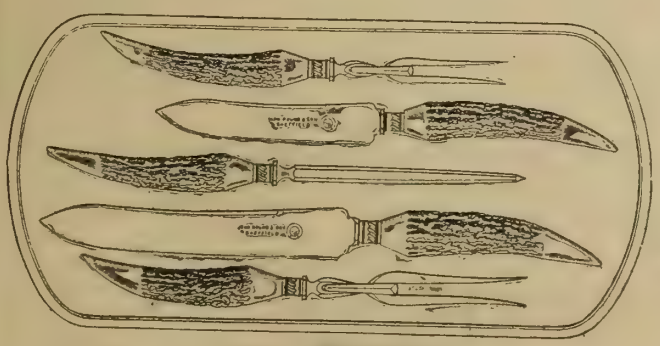
Contractors to H. M. Admiralty and War Office

REGISTERED TRADE MARKS
J.R. & S. ALL THE ROUND J.R. & S.

ESTABLISHED 1847

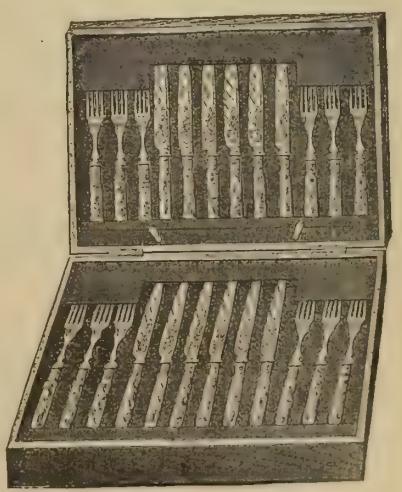
ROUND'S CELEBRATED STEEL CUTLERY

Our manufactures have a world-wide reputation of over 50 years standing.
The name "ROUND" is an unquestioned guarantee of QUALITY.
Write us for quotations. You will find our prices right.



28414. CARVING SET

CATALOGUE SENT ON REQUEST



28910. 12 PAIRS DESSERT KNIVES AND FORKS
Pearl Handles. Quartered Oak Case.

JOHN ROUND & SON, LIMITED

CUTLERS AND SILVERSMITHS

CORISTINE BUILDING ***MONTREAL*** ***FACTORIES : SHEFFIELD, ENG.***

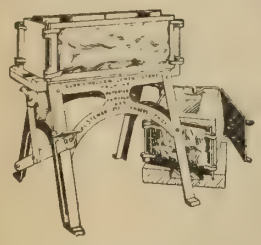
JAMES HUTTON & Co.

Manufacturers' Agents

MONTREAL

REPRESENTING

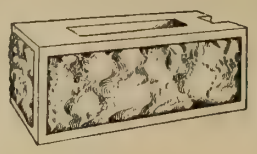
JOSEPH RODGERS & SONS LTD., Cutlers to His Majesty
STEEL, PEECH & TOZER Ltd., Steel Axles, Tyres, Spring Steel, &c., &c.
W. & S. BUTCHER, Razors, Files, &c.
THOS. GOLDSWORTHY & SONS, Emery, Emery Cloth, &c.
BURROUGHES & WATTS, LTD., Billiard Tables, &c.



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine

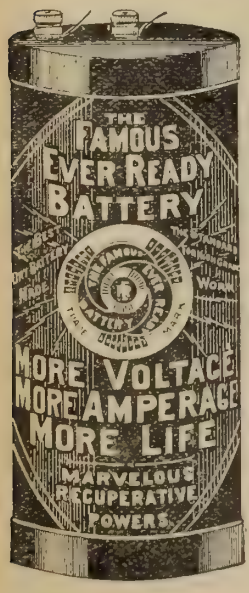


TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

PRICES



REDUCED

Patented 1903-1904.

"TWEED" STEEL TROUGHS. We have improved our Steel Hog Troughs. Make better, finish better, and have cut our prices away down. Get our free catalogue and new prices, you will want them.

The Steel Trough & Machine Co., Limited, - - - Tweed, Ontario.

TEN DIFFERENT COLORS

Brant-Lac is made in ten different colors.

Each color acts as a varnish wood stain, giving beautiful results.

That it is easy to sell

BRANT-LAC

is evidenced by the fact that a great number of dealers have made big sales without much effort on their part.

Take a chair, give it a coat of ground color (so as to have a uniform ground work), then apply to part of the chair a coat of Dark Mahogany. Place the chair in the window and it will draw crowds.

Order BRANT-LAC to-day.

Scarfe & Co.

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, Canada

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man

Winnipeg Storage

in BOND or FREE

For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

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WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

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Mrs. J. F. SMITH, Proprietor. HAMILTON, BERMUDA

Opposite Victoria Park and Cedar Ave. Private board $12 to $14 per week.

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Mrs. FRASER Cedar Avenue, HAMILTON, BERMUDA

Terms moderate. Also furnished cottages.

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A. ZASCHAL (Prop.) HAMILTON, BERMUDA

Centrally located. Open all the year round.

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(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

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PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

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The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR. RENFREW, ONTARIO

The most popular Hotel in the Ottawa Valley.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

THE METROPOLITAN BANK

Capital Paid Up,	*$1,000,000*
Reserve Fund,	*$1,000,000*
Undivided Profits,	*$ 133,133*

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposits of one dollar and upwards.

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$1,500,000.00
Toronto,	Assets, over - -	3,460,000.00
Ont.	Income for 1905, over	3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY. J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.

TOTAL ASSETS, $2 119 347 89.

LOSSES PAID SINCE ORGANIZATION, $27,383,068 64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

This list is for the purpose of placing retailers, manufacturers' jobbers and other readers in touch with reliable and competent accountants and auditors whose services are so frequently required for such purposes as opening books,

Leading Canadian Accountants and Auditors

adjusting and auditing accounts, arranging partnerships or organizing joint stock companies, devising special office systems, making collections and investigations, handling estates, making valuations, etc.

This space $30.00 per year.

PERCY P. DAVENPORT,
Chartered Accountant and Assignee,
378 Bannatyne Ave., WINNIPEG, MAN.

JENKINS & HARDY.
Assignees, Chartered Accountants, Estate and Fire Insurance Agents.
15½ Toronto Street Toronto.
52 Canada Life Building, Montreal.

This list is for the purpose of placing manufacturers, wholesale and retail merchants and other readers throughout Canada, and firms abroad doing business in Canada, in touch with the legal profession throughout the Dominion, for the collection of accounts, legal representation,

LEGAL CARDS.

organization of companies, the arrangement or dissolution of partnerships, or assignments, as well as all other matters of a legal nature.

For advertising rates apply to MacLean Publishing Co., Limited, Montreal or Toronto.

This space $15.00 per year

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Advocates. Montreal.
Albert W. Atwater, K. C. Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

Th s space $30.00 per year.

This space $15.00 per year.

This space $15.00 per year.

This space $15 00 per year.

WM. A McLEAN
Barrister, Solicitor, Etc.
Head Office, Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation Solicitor, Etc

ROBINSON & GREEN
Barristers, Solicitors, Etc.
JOHN A. ROBINSON. JOHN R. GREEN.
Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

LOUGHEED & BENNETT,
Barristers, Solicitors, Advocates, etc.
Calgary, Can. Cables: Lougheed, Calgary
Solicitors for: Bank of Montreal. Canadian Bank of Commerce, Bank of Nova Scotia, Merchants' Bank of Canada.

This space $30 per year.

Hardware and Metal Condensed Advertisements

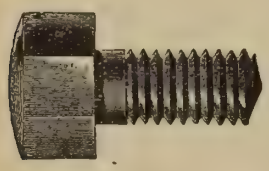
bring results. If you want to buy or sell a business, secure a position or a clerk, use Hardware and Metal condensed advertisement column. Rates, 2 cents per word for first insertion, 1 cent per word subsequently.

The Belleville Business College, Limited

Business firms get the best results by applying to us 10 days before vacancies occur in their employ.

See Catalogue pages 21, 27, 33, 41.

J. A. Tousaw, Secretary. } **BELLEVILLE, ONTARIO** { J. Frith Jeffers, M.A., President.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

WORK AND PRICES RIGHT
GALVANIZING
ONT. WIND ENGINE & PUMP CO. LIMITED.
TORONTO, ONT.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

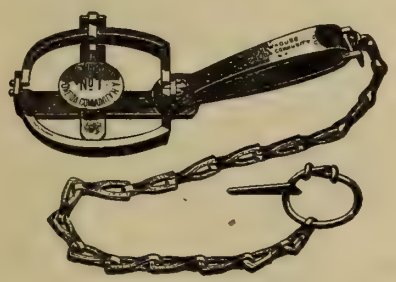
Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

MAPLE LEAF
STITCHED COTTON DUCK
BELTING
DOMINION BELTING CO. LTD.
HAMILTON CANADA

FURS ARE VALUABLE

Don't allow your catch to escape because caught in a poor trap. **A GENUINE NEWHOUSE** trap will hold the game and earn its extra cost several times in a season.



Newhouse Steel Traps

ARE ABSOLUTELY GUARANTEED

Made Since 1848 by

ONEIDA COMMUNITY, Limited

Write for Catalogue — NIAGARA FALLS, Ont.



ASK ANY PUMP MAN

who has ever used our Fig. 92, and if he does not say "it is the best ever," then we will acknowledge "the exception which proves the rule." There is no use looking for anything better than we have in our catalogue and prices must of course be right, as well. Let us have a little talk together.

THE

R. McDougall Company,

LIMITED

GALT, CANADA



BROWN'S PATENT STEEL WIRE CHAIN

If you are interested in Chains examine carefully the perfect mechanical construction of the Brown's. It is the most perfect Chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

Correspondence solicited.

We send cuts, with table of breaking strain, samples, etc., upon request.

THE B. GREENING WIRE CO., LIMITED

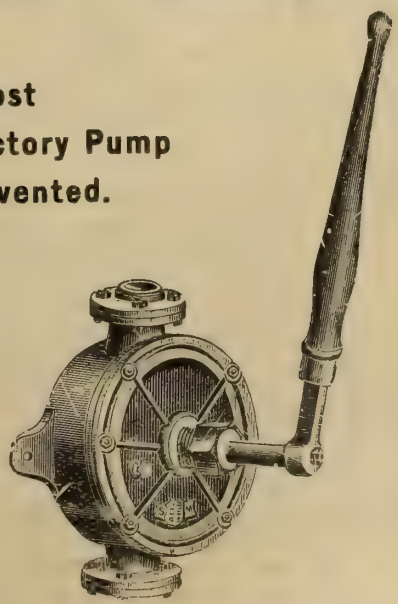
HAMILTON, - Ont.

MONTREAL, - Que.

Semi-Rotary Wing Pumps

Double and Quadruple Acting

The most satisfactory Pump ever invented.



F. W. LAMPLOUGH & CO.

MONTREAL



The finest Shovels in the market are our

"PETERBORO"
"LUNDY"
"IRWIN" and
"HILL" brands

We make Solid and Hollow-back Shovels and Spades, Locomotive and Grain Scoops, Draining Tools, etc.

Catalogue on application

Ours is the only firm in Canada making the **SOCKET STRAP** a symbol of strength and lasting qualities.

All our goods are fully guaranteed

The Peterborough Shovel and Tool Co., Limited

PETERBOROUGH, - ONTARIO

HANSON'S



DRY COLD AIR PRINCIPLE
Makers of the Best Refrigerators
PRICES MODERATE

Write for a catalogue ; it will not cost you a cent, and may be the means of doubling your Refrigerator sales. Our cheapest goods have all Brass Trimmings. No Elm used in the construction of our goods. The cheapest made in ash and the better class in oak, lined with Galvanized Iron or vitrified enamel, insulated with mineral wool, automatic refrigerator traps.

J. H. HANSON, 422 and 424 St. Paul St.
MONTREAL

Cut Down Expenses for Lighting

— BY USING —

ACETYLENE

ASK US HOW IT IS DONE

THE CONTINENTAL HEAT & LIGHT CO.
MONTREAL

THE AUER GAS LAMP



Delightful to read by.
Gives the light of 100 Candles and Costs less than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

AUER LIGHT CO., MONTREAL

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.
GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL

WHY NOT STOCK

Tea Sets, Entree Dishes, Dram Flasks and Waiters?

All Good Sellers.

"C. W. & S." The mark that satisfies. "C. W. & S."

J. A. HENDERSON, For IMPORT or from STOCK, **MONTREAL**

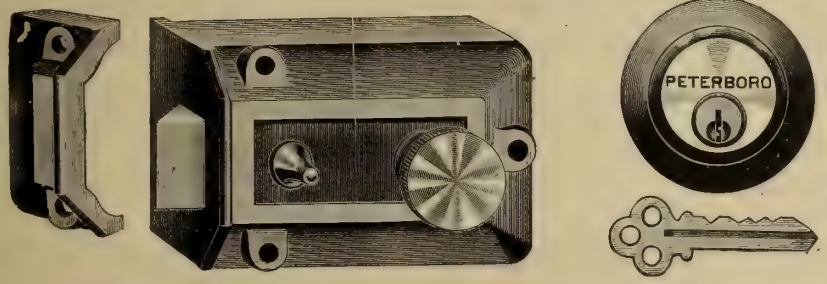
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



Cylinder Night Latch, No. 103.



WHEELBARROWS

All Kinds

Railroad, Dock, Concrete Work, Farm and Garden Barrows

SEND US YOUR ENQUIRIES FOR

Drilling Machines
Forges
Trucks, for all purposes
Washing Machines
Butter Workers and Shipping Boxes
Blacksmith Machine Tools
Wagon Skeins

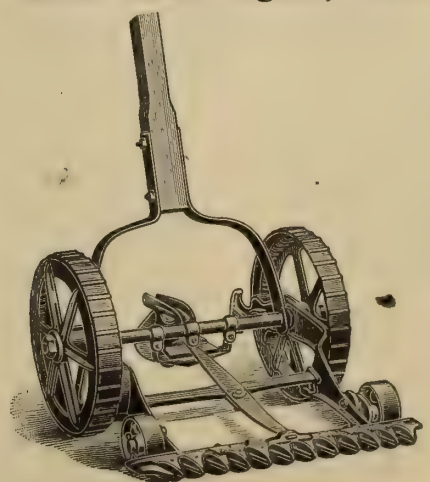
THE LONDON FOUNDRY CO., Limited

LONDON, CANADA.

Clipper Lawn Mower Co.

DIXON, ILL.

Manufacturers of Hand and Pony Mowers, Also Marine Gasoline Engines, 2 to 8 H.P.



THE MOWER

That will Kill all the Weeds in your lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear.

THE CLIPPER WILL DO IT.

No. 1—12 in. Mower - - - -	$4 50
" 2—15 " " - - - -	5 00
" 3—18 " " - - - -	5 50
" 4—21 " " - - - -	6 00
Pony, 24 " " - - - -	13 50

Please send Draft or Money Order and we will ship the day the order arrives.

"Nearer, Clearer, Deadlier Than Before"

THE HAMILTON RIFLE

is no toy because it sells at prices similar to what some toys sell at. It is an accurate, durable, light rifle that gives the best of service.

Models No. 15 and **19,** which retail at **$2.00** and **$2.50** respectively, are for boys. **Model No. 23,** retailing at **$3.50,** is for men.

Now, there is an excellent chance for you to do a "Hamilton Rifle" business. The prices render business sure and, as we guarantee the rifles, there will be no complaints.

When your Jobber comes around speak to him about **Hamilton Rifles.**

The Hamilton Rifle Co.

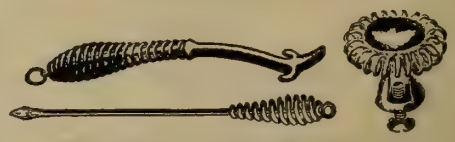
DEPT. 71. **PLYMOUTH, Mich.**

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.

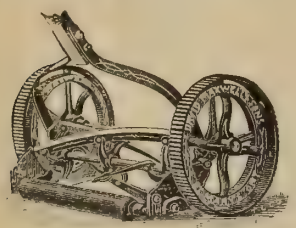
THE TORRIDOOR Combustion Regulator

A NEW AND NOVEL DEVICE FOR SAVING FUEL, EQUALIZING COMBUSTION and simplifying management of any heating device.

THE JAMES SMART MFG. CO.
BROCKVILLE, ONT.

MAXWELL LAWN MOWERS

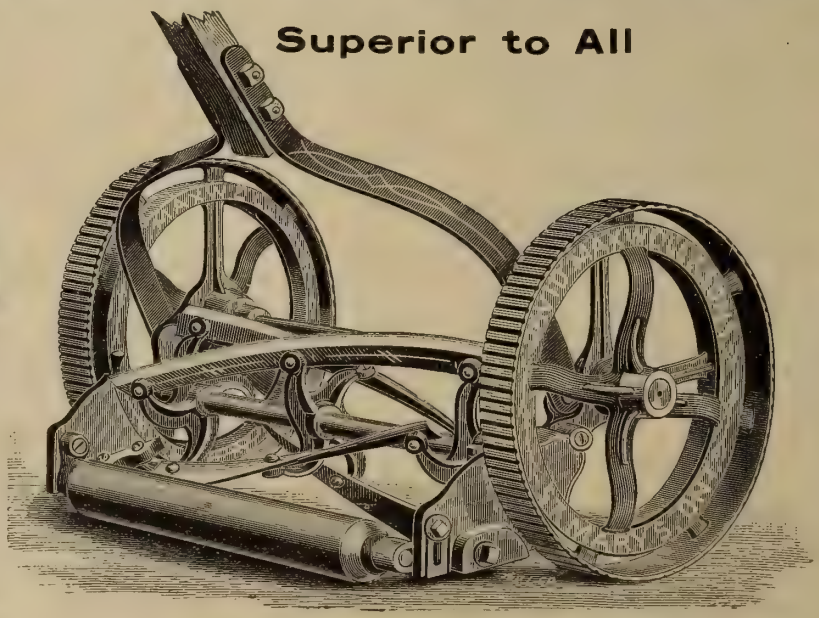
Maxwell High Wheel



10½ inch. 4 knives; from 12 to 20 inch; made with ordinary or patent BALL BEARINGS.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality
WRITE US DIRECT

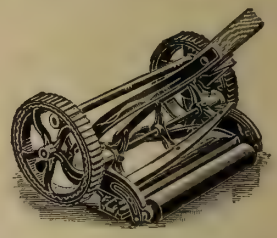
Superior to All



MAXWELL "GIANT" LAWN MOWER

11½ in wheel. Specially suited for BOWLING GREENS and LARGE LAWNS. Patent Maxwell Ball Bearing. 5 knives. Made only in 21, 23 and 25 in. sizes.

Maxwell Low Wheel



8 inch. 3 or 4 knives; made from 12 to 18 inch. Quality and weight considered, no other cheap mower approaches it for value.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality
WRITE US DIRECT

DAVID MAXWELL & SONS, ST. MARYS, Ontario, Canada



Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

The Banwell Hoxie Wire Fence Company, Ltd.
Dept. J, Hamilton, Ont.



WE WOULD LIKE YOU TO BE A STEADY CUSTOMER

We want our customers to feel that they are handling a good article when they sell the

DILLON HINGE-STAY FENCE

We want them to feel that **THE DILLON** is worth ordering regularly.

THE DILLON is distinctly a Canadian Fence—made by Canadians, sold by Canadians, at a Canadian price.

DILLON HINGE-STAY FENCE is a "long-lasting, good appearance" fence. It will stand the severest treatment.

Every Hardwareman ought to sell **THE DILLON.**

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.

HOLZMAN BROTHERS

BANKERS

11 Pine St., NEW YORK

Offer exceptional financial facilities to Manufacturers, Importers and Exporters to increase the volume of their business on the security of their accounts receivable.

Arrange to establish and maintain the credit of Selling Agents.

Act as custodians and guarantors for foreign and domestic shippers.

Accounts receivable guaranteed and financed.

SOLARINE

Liquid Metal Polish

The Acknowledged Standard

Genuine Solarine is put up in red label tins with "Old Sol's" face in yellow.

A good seller everywhere. Only try it and be convinced.

Attractive Card sent with order. Address—

H. F. FALKINER, 58-60 George Street, Toronto

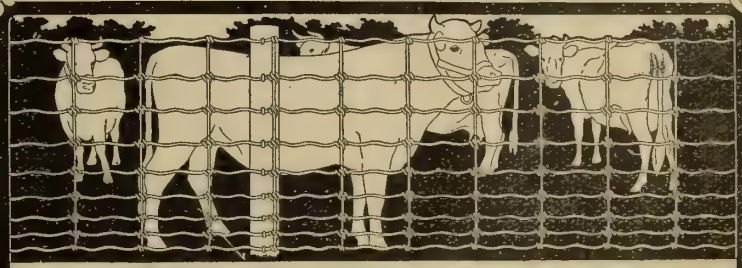
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport.
Emlyn Engineering Works, Newport, Mon., England

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



Why You Should Sell THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

McGREGOR-BANWELL FENCE CO., Limited, Dept O, WALKERVILLE, ONTARIO.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.



Pink's Lumbering Tools

MADE IN CANADA

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Round Bill Peavys, Handled in Split Maple

Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants. I can furnish you with the

Brazil Patent Snow Plough and Road Maker; also The DesJardin Patent Log Sleighs

Send for Catalogue and Price List

THOMAS PINK, Pembroke, Ont., Canada.

Long Distance Phone No. 87

Foreign goods have had their day in Canada

KEEP UP WITH THE TIMES AND ORDER

"DOMINION" AMMUNITION

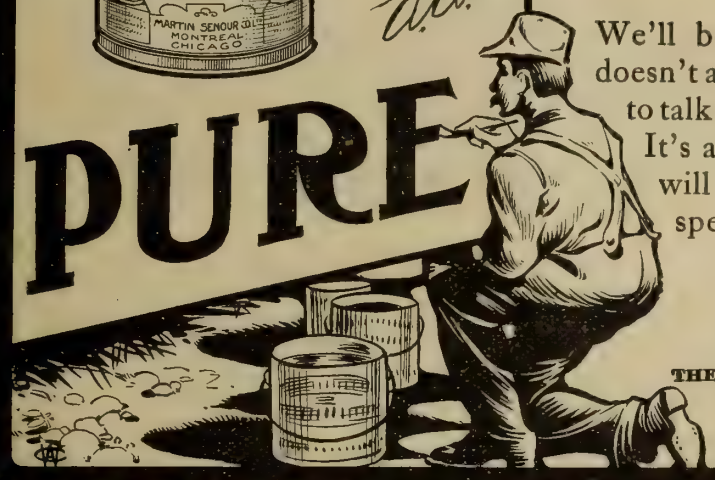
DOMINION AMMUNITION



100 % PURE



RETURNED SEP 4 - 190
To Dunn
cut Book 5x
Page 44
A.W.



Just as Good as it's Painted

Our guarantee is back of the claim. Try it, test it, analyze it if you will, put it to any reasonable degree of wear and tear that any ordinary paint is required to stand. Note its behaviour under any and all conditions of wind, weather and wear, and then tell us your opinion of

THE MARTIN-SENOUR PAINT
100 % Pure

We'll be very much surprised if your testimony doesn't agree with all the rest and that's why we want to talk to you about handling **The Martin-Senour paint.** It's a money maker for the dealer—something it will pay you well to investigate. Ask for our special proposition to agents.

THE MARTIN-SENOUR CO., Ltd.
142-144 Inspector St., Montreal.
2514-2522 Quarry St., Chicago. (Est. 1878)

THE WINNIPEG PAINT & GLASS CO., Ltd.
Winnipeg.

THE MARITIME PAINT & VARNISH CO., Ltd.
Halifax, N. S.

MADE IN CANADA

THE HANDY FRUIT AND VEGETABLE SLICER

MINCING KNIVES TOWEL ROLLERS CAN OPENERS "BEST" MOPS

RETURNED JUN 1 - 1906
J. H. Thomas
cut Book 50
page 20
Wire



Illustrated Catalogue for the asking.

Just the thing for Special Sales

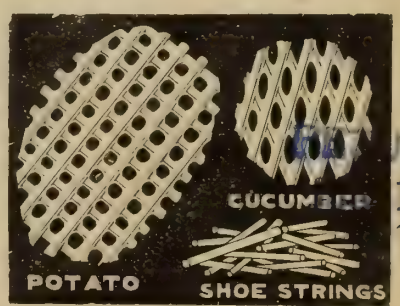
ONCE ITS MERITS ARE KNOWN every Housekeeper will want one

Not only are they handy but useful. The utensils an up-to-date cook counts among the "must-haves."

And the best of all is that there is **ABSOLUTELY NO WASTE.**

EASY TO OPERATE
NICELY FINISHED
DURABLE

Where can its equal be found?



Everything in the way of Fruits and Vegetables may be sliced into these and many other unique and attractive designs.

The Handy Man of the Kitchen

Every live Dealer should see our lines.

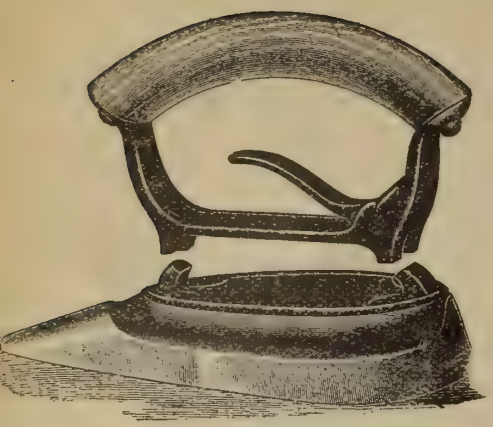
In addition to the above article we manufacture a fine line of Hardware Specialties of superior quality, workmanship and finish, which is responsible for the quick-selling features of our goods. Our prices are always right.

ASK YOUR JOBBER FOR THEM

Made by

The Cumming Manufacturing Co., Limited

Renfrew, Ontario



Wilcox Sad Irons

are the best
Irons to handle because
they give
satisfaction.

In Sets or Singly



WILCOX MFG. CO. OF ONTARIO, Limited, London, Can

Hardware Dealers!

PLIERS, PINCERS, SNIPS,
FOLDING RULES, Etc.

SEND FOR CATALOGUE.

McLEAN & SOPHUS, 301 St. James Street, MONTREAL
Wholesale Importers

Established 1795.

JOHN SHAW & SONS

Wolverhampton, Limited

Branches at
London,
Calcutta,
Melbourne,
Valparaiso, Havana,
Transvaal Colony, Etc.,
British Columbia.

GENERAL HARDWARE AND
METAL MERCHANTS

COIL CHAIN, BLACK SHEETS, CANADA PLATES,
TIN PLATES, ETC.

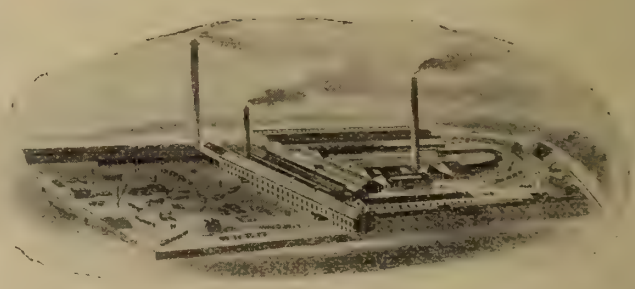
J. H. ROPER, Representative, - 82 St. Francois Xavier St., MONTREAL

John Summers & Sons, Limited

Hawarden Bridge Works,
Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



DEAD FLAT SHEETS, Black or Galvanized.
BEST and CHEAPEST for all kinds of work.
We are the largest makers and give you the
MAXIMUM QUALITY AT
MINIMUM PRICES

Agent: F. Hankin, Montreal

BEFORE AND AFTER



This shows the ordinary condition of light in a basement room 40 ft. long



This shows the effect of a few square feet of "Maximum Light Glass" in the same room.

WRITE FOR SAMPLES — SOLE CANADIAN AGENTS

THE HOBBS MANUFACTURING CO., Limited, London and Winnipeg

GLASS IMPORTERS and MANUFACTURERS

LOOSE-LEAF SYSTEMS — CRAIN — OTTAWA, ONT.

Retail Book-keeping

The Crain Monthly Account System

has special advantages over all competitors in continuous systems. It includes

LEDGER SHEETS
PETTY LEDGER SHEETS
NOTES AND DRAFT SHEETS
INVOICE SHEETS
RECAPITULATION SHEETS

in fact almost the entire business of a retail store can be kept in one binder.

It is a labor-saving system. One writing charges up and at same time makes out invoice. Accounts are thereby always ready to render.

The strongest recommendations for the **Crain Systems** are our well pleased customers, from Halifax to Vancouver.

If we have a representative in your city call him up, or write us direct.

The Rolla L Crain Co., Limited

OTTAWA, Canada.

BRANCHES AND AGENCIES

TORONTO OFFICE—18 Toronto St.
MONTREAL OFFICE—74 Alliance Building, 107 St. James St.
WINNIPEG OFFICE—Sylvester-Wilson Bldg.
ST. JOHN, N B.—Schofield Bros.
VANCOUVER, B.C.—White & Bindon.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

Expert Bookkeeping

Investigating and auditing of all classes of accounts undertaken. Trading, profit and loss and balance sheets prepared. Set of books opened and office system devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

378 Bannatyne Avenue, - WINNIPEG

Wanted Hardware Dealers

As Agents for

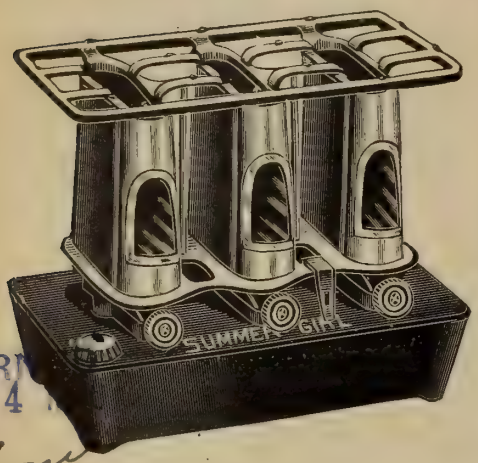
Iron Fencing,
Fire Escapes,
Window Guards,
Lawn Seats,
Railings, Etc.

DENNIS WIRE & IRON WORKS CO., LIMITED

London, Ont.

Hot Weather Necessities

OIL STOVES



THE "SUMMER GIRL"

Width of Flame 4 inches—1, 2 and 3 Burners.

"GERMAN"

Glass Bottom Stove—1, 2 and 3 Burners.

ICE CREAM FREEZERS

THE "LIGHTNING" AND "AMERICAN TWIN"

In all sizes from 1 to 20 quarts.



RETURNED
JUN 14 1906

"EAGLE" Tin Bottom—2 and 3 Burners.

STANDARD BLUE FLAME WICKLESS OIL AND GASOLINE STOVES—all sizes.

We have on hand a good stock of the above lines at right prices.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

DIAMOND ENAMELED WARE

EVERY PIECE GUARANTEED

The product of *Canadian enterprise* and *Canadian workmen*



Our travellers are now showing samples

KEMP MANUFACTURING CO., TORONTO, ONT.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

CHANGING FROM CREDIT TO CASH

That a business upon strictly a cash basis is preferable to one part cash and part credit, or to one all credit, is conceded by all progressive merchants. But while the theory and desirability are granted, the practicability is doubted, in fact, even derided. To a merchant starting a new business to open and continue an all cash trade is comparatively a simple matter; the rub comes upon changing a credit into a cash basis.

Can it be done without injury to my business? Most emphatically yes, if one has push, patience and perseverance; but if one be weak and vacillating, then a negative answer must be given. While the beginning may be marked by a decrease in the amount of sales, yet the net profits will usually be found to be as great, if not greater, than before; for in a part cash and part credit business three-fourths of the profits will result from the cash part. A large share of the items of expense, if examined carefully, will be found to consist of matters relating largely to the credit side of the ledger, such as bad debts, bookkeeper, cost of collection, extra help required, interest on capital invested, and a number of other charges traceable to the same cause In a cash business these are eliminated, while as added sources of profit we have cash discounts, increased custom because of lower prices, quick returns upon compound interest of money invested and the freedom from that peace destroyer, worry. Besides, one has his business well in hand, is ever pushing it, and with a gilt-edged credit, the best of capital.

Without doubt the first year or two will see lessened sales, but remember it is but the shrinkage from inflation to real value and that the growth afterward will be more healthy and satisfactory than it ever otherwise could be. The end is desirable, but how is it to be obtained?

In the first place, decide to change to a cash basis and do it. Do as Cortez did when entering Mexico with a handful of men against a rich and powerful nation—burn your boats behind you and press on with a firm determination to succeed, and you will. Set a day for the change, and prepare your customers for it by explaining to them as far as possible, either personally or by letter when well acquainted, by circular as we did, or through the press, the advantages to be derived therefrom by yourself, but especially by them. When we decided to make the change to a cash basis we issued a circular, which was distributed among our customers, as follows:

A Suggested Letter.

"We take pleasure in announcing to our friends and the public generally that after this date we propose to conduct our business, both buying and selling, on the cash plan. A long experience in the hardware business has convinced us that the system of selling goods on credit, to be paid for when convenient, is a most vicious one. The increased expenses of doing a credit business, on account of salaries of bookkeeper and collector, the amount of inevitable losses every year because of bad debts, which will occur notwithstanding the most careful discrimination, and the loss of interest from having a large amount of capital 'tied up' in book accounts, all render necessary a larger amount of profit, which has to be considered as business expenses and paid for by the cash buyers.

"Besides this the bad feeling constantly occurring because credit is given to one customer and refused another, and the disagreeable necessity of being obliged to 'dun' customers for past due accounts, confirm us in our determination in the future to sell for cash.

"In these times of close competition cash buyers expect, and are entitled to, the very lowest prices, and should not be required to pay the losses incident to a credit business.

"In the future it shall be our aim, by giving the most careful personal attention to every detail of our business, to satisfy the demands of close cash buyers, and to carry a still better assortment of carefully selected lines of the following goods. Endeavoring in all things to further the interest of our patrons by giving them all the advantages of a cash system, we shall hope to merit a continuance of the patronage which we have received in the past."

Other Advertising.

On the other side of the circular we called attention to the fact that we carry in stock a large and complete assortment of the following goods, purchased direct from the manufacturers for cash. The various lines of goods were mentioned under the following headings: "Builders' Hardware," "Cutlery," "Mechanics' Tools," "Butchers' Supplies," "Blacksmiths' Goods," "Farming Implements," "House Furnishing Goods," "Manufacturers' Supplies."

Show by your prices how much cheaper you can sell now than before, as you surely can. It is unnecessary to make a pro rata reduction through your stock, but make leaders many and often, display tastefully, advertise extensively and trade will be attracted. This now can be done with no fear of loss. Upon those articles where competition is severe figure very low, for here comparisons will be made but from those unattacked a good profit can be reaped. In the first case, however, good returns will be obtained because the stock is quickly turned into money and reinvested, the interest or profit being now compound instead of simple.

Can Sell Closer for Cash.

One, except in special cases, can always sell for cash closer than for credit, and in this way is able to make greater inducements to the public to trade with him than can his credit competitor. Without doubt a few customers will become offended when refused trust, but for every one thus lost two will be gained, and as the customers see that their money will go further for cash than when time is given they will soon return. A man, if he thinks he has saved money upon an article of good quality will be pleased. Such a customer is the best advertisement one can have. Sell close at a fixed price, back it up by strict honesty and courtesy, and there will be no doubt of your success.

In changing to a cash basis, to get the best results most quickly, circumstances will alter cases. With a wide fund to draw from the change can be made at once, but when restricted it is often better to allow, for convenience, a little time to those you know will pay your bill as soon as presented. They will, however, soon become educated to paying cash. But let the time given be brief as possible.

Our experience of a year in a cash business has confirmed our theory. While the amount of sales has of necessity diminished, we are constantly, by reason of reduced expenses, lower prices, etc., extending our business to fields into which we could not otherwise have gone. Moreover, while selling on much closer margins than before the change was possible, the ratio of profits to sales is greater. But best of all, when we leave at night "we go not like the galley slave, scourged to his dungeon" by worry over approaching bills, but, "sustained and soothed by an unfaltering trust, we lie down to pleasant dreams."—From Hardware Store Business Methods. Price $1.00. Sold in Canada by The MacLean Publishing Co., Toronto.

The man who looks to public applause for reward will never find satisfaction nor will he accomplish much. It is the faithful man with the humble mission who plays the important part in life by doing his duty because it is right.—Selected.

ONTARIO HARDWARE MERCHANTS ORGANIZING

An Organizer in the Field, and the Membership Rapidly Growing.

The past week has seen a great impetus given the Retail Hardware and Stove Dealers' Association organized on Good Friday, and while two weeks yet intervene before the date of the big convention to be held in St. George's Hall, Toronto, on May 15 and 16, the success of the gathering is already assured. From all parts of the province come words of encouragement for the new organization and the number of members enrolled will likely run up into the hundreds by the time the convention is called to order.

A great deal of work has already been done by the executive officers and plans for the coming convention are already under consideration. The executive will be prepared to facilitate the work of the convention by presenting a number of recommendations. A circular letter has been prepared and the call to the convention will be sent to every hardware merchant in Ontario whose address is known. Blank membership forms, receipts and other printed matter has been prepared and everything will be done systematically and in a businesslike manner.

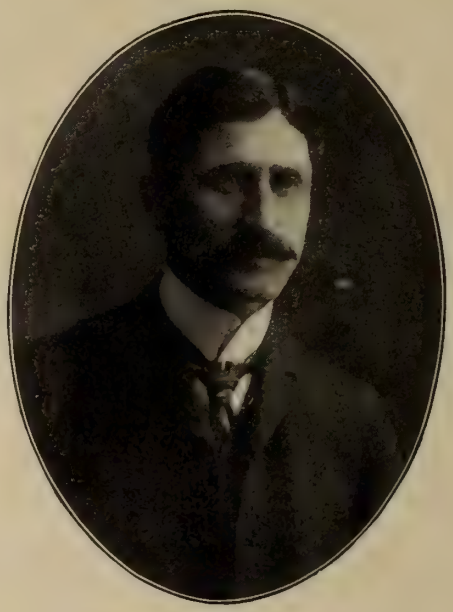
An Organizer at Work.

Probably the most important work yet done by the executive is the appointment of an organizer. One of the letters received prior to the Good Friday convention was from O. M. Hodson, a successful hardware merchant at Bolton, who had sold out his business and said that he had intended trying to organize an association as soon as he had completed the work of making his collections. Mr. Hodson was unable to attend the convention, but last week he called upon the secretary and enrolled as a member, enthusiastically offering to do anything he could to make the association a success. "If we don't make a success of organizing an association now," said Mr. Hodson, "it will be useless to try again for five or ten years."

Mr. Hodson was takn at his word, and as he was free from store duties, he was asked on what terms he would undertake the work of organization. "I cannot give over two months," he answered, "but I will give that much of my time without charge, if my traveling expenses are guaranteed." This liberal offer was immediately communicated to the executive and an arrangement promptly completed by which Mr. Hodson started work early this week to continue until the date of the convention, after which arrangements for additional work can be made if desired. The new organizer, as will be seen by the accompanying engraving, is a man of marked intelligence, having great strength of determination and force of character. He has, in the past ten years, built up a large business at Bolton, largely by his keen business ability and knowledge of such branches of his business as tinsmithing, plumbing and steamfitting. "In the nine and a half years I was in Bolton," said Mr. Hodson, "I never let any employe open or close my store if I was in town and on only five ocassions did I break this rule." From this it can be taken for certain that the organizer will be strictly "on the job" and good results can be expected from his work.

Few Favor Affiliation.

Although the Retail Merchants' Association claim to have 150 hardwaremen as members of their association in 112



W. G. Scott
Of Scott & Murphy, Mount Forest, First Vice-President Retail Hardware and Stove Dealers' Association.

towns in Ontario, none of these have yet written arguing against a purely hardware and stove association. On the contrary many who belong to the Retail Merchants' Association are the strongest opponents of merging the hardware association into the retail merchants' organization as a hardware section. Mr. Scott, of Mount Forest, at the convention, pointed out that his most severe competition in hardware, cutlery and paints came from a druggist who he could not get at through the Retail Merchants' Association.

Ex-Mayor F. J. Marshall, of Orangeville, reports a similar experience. The three hardware merchants at Orangeville have on several occasions tried to stop price-cutting and other evils through their membership in the Retail Merchants' Association, but on every occasion they were outvoted by the grocers, general merchants, druggists, implement agents, etc., in that organization.

If the Retail Merchants' Association had done its duty by the hardware trade the work of organizing the trade would not have been left to outsiders and if its plan of organization was satisfactory, hardware merchants in Barrie, Carleton Place, Ingersoll, Mount Forest, Orangeville, St. Marys, Trenton and Waterloo, all of which towns it claims to have organized, would not be the first movers in organizing a purely hardware association.

A House of Cards.

While giving full credit to the promoters of the Retail Merchants' Association for their persistency and for partial success on some matters in the face of many obstacles, the question before the hardware trade to-day is not what that association has done for other branches of the trade nor whether the few thorns it has put upon the path of the departmental store magnates have drawn blood and made their onward career less easy.

The situation is briefly this: After several years of opportunity the Retail Merchants' Association failed to organize the hardware and stove trades so the hardware and stove dealers formed an association of their own. The retail merchants' officials then got busy and threatened due vengeance if the hardwaremen did not come into their fold. They were treated kindly, given plenty of time to speak at the convention and were then invited to co-operate in inducing the trade to attend a larger convention at a later date. Let them now induce their 150 members to join the Retail Hardware and Stove Dealers' Association and let the membership decide whether the new association will form a merger or paddle its own canoe.

In the opinion of many, however, the Retail Merchants' Association is a house of cards. The drug section, for instance, are likely at any time to go a step farther than they have already gone and ask that they be given the sole right to sell proprietory medicines in order that they may "protect the public." In thus hitting the departmental stores they will also hit the general merchants. The druggists sell candy and paints. If the confectioners and hardwaremen organize their trade might be restricted in these lines. Would it not be reasonable for the druggists, therefore, to endeavor to delay or prevent the organization of their competitors in these lines? It is impossible for such conflicting interests to do business satisfactorily in one organization. In matters of legislation the various trades can appoint committees

or delegations to work together, but that is the extent that co-operation appears at all feasible.

South Dakota's Experience.

After being for some years organized as part of the South Dakota Retail Merchants' Association, the hardware merchants of that state in January last found it necessary to form a purely hardware association, they feeling that their interests would be better served by working in a similar way to the influential and successful associations of their brother hardware merchants in North Dakota and other states. Time and again difficulties presented themselves for adjustment, but the hardware merchants were outvoted by the other retailers and the existing evils continued unabated. In the eastern, northern and western states the Retail Hardware and Stove Dealers' Asociations have worked satisfactorily and the trade has been much benefitted as a result of their existence. With their example before us it would be foolish to try the South Dakota experiment in Ontario.

A Misleading Report.

In the March number of the Retail Merchants' Journal of Canada appears a belated account of the proceedings at the semi-annual meeting of the Retail Hardware and Stove Dealers' Association of Western Canada, held in Winnipeg last February. The first copies to reach Winnipeg arrived in that city last Saturday and the account created some interest among those members of the trade whose attention was directed to it.

The heading of the article is somewhat mixed, being as follows: "Hardware and Stove Dealers of Manitoba and with West Provinces. Now Under Jurisdiction of the Western Board." Probably what was intended is "Hardware and Stove Dealers' Association of Manitoba and the Western Provinces. Now Under Jurisdiction of the Western Board."

The opening paragraph of the account is as follows:

"At their recent convention, which opened at Winnipeg on Monday, the 13th of February, the Western Retail Hardware and Stove Dealers' Association affiliated with the Retail Merchants' Association of Western Canada, and the affiliated associations were then amalgamated with the Retail Merchants' Association of Canada, and a Western Board was organized composed of officers and representatives from the affiliated associations."

As this story of amalgamation was something new to Hardware and Metal, a representative of this paper called on Secretary J. E. McRobie last Saturday to ascertain his views on the situation.

"Have you seen the March number of the Retail Merchants' Journal of Canada, Mr. McRobie?" asked Hardware and Metal.

"Yes, I have it here, and I have just read the report of our meeting last February," was the reply.

"Is the paper correct when it says that your retail hardware association of the west is under the jurisdiction of the Western Board and that the Western Board has amalgamated with the Retail Merchants' Association of Canada?"

"No, the statement is entirely wrong" was the reply, "and I fail to see how the Retail Merchants' Journal has fallen into such obvious errors. It is not correct to say that the retail hardware association of the west is under the jurisdiction of the Western Board. We are an independent association of straight line hardware dealers with our own independent executive and we recognize no outside authority."

"What are your relations with the Western Board?"

"I may say in the first place that our relations are most friendly, as the Western Board has never made any claim to the jurisdiction with which it is credited by the Retail Merchants' Journal. As was explained in Hardware and Metal two months ago, and as was clearly understood by those at the meetings, our Western Retail Hardware Association has affiliated with the Retail Merchants' Association of Western Canada for certain specific purposes. We have affiliated but we have not amalgamated; we are still two separate organizations. We have elected this Western Board in order that we can act together to secure favorable legislation affecting retailers as a general class and to oppose legislation that we consider harmful. We have elected an executive composed of members of the two associations and we call it the Western Board. Its duties are to watch and promote legislation affecting our interests, but it is not placed in authority over our hardware association."



Oscar M. Hodson, Bolton

Appointed Organizer of the Retail Hardware and Stove Dealers' Association.

"Has this Western Board been amalgamated with the Retail Merchants' Association of Canada, as the Retail Merchants' Journal says is the case?"

"No, of course it hasn't," was the reply. "You were at the meetings yourself and you know as well as I that it hasn't. It has merely affiliated in order that it may work with the organization in Toronto along legislative lines. By affiliating we have merely expressed our willingness to co-operate through the Western Board with the Retail Merchants' Association of Canada along certain lines. If we had amalgamated with that association we should now be a branch of the Retail Merchants' Association of Canada. We are not a branch, we are independent."

Asked regarding the statement in the Retail Merchants' Journal for March that the Retail Merchants' Association of Western Canada had amalgamated with the Retail Merchants of Canada, J. A. Coulson, Winnipeg, secretary of the western association, said:

"Our Retail Merchants' Association of Western Canada has not 'amalgamated' with the Retail Merchants' Association of Canada; we retain our complete independence, our own separate organization and our own separate executive. In no respect whatever do we recognize the authority of the Retail Merchants' Association of Canada and we do not consider ourselves in any way an integral part of that association. As the Retail Merchants' Association of Western Canada we have no relationship with the Retail Merchants' Association of Canada, except through the affiliation of the western board with that association as per the report of the affiliation committee which reads as follows:

"The two associations are to elect jointly a western board which, for certain common objects will affiliate with the Dominion board, whose head offices are in Toronto. The Retail Merchants' Association of Western Canada and the Retail Hardware and Stove Dealers' Association of Western Canada each retain their own identity and control their own affairs. A per capita tax of ten cents per member is to be paid to the treasurer of the western board from each association and the treasurer of the western board will pay the same to the Dominion association. It is further agreed that a special assessment not to exceed 50 cents per member is to be at the call of the western board executive and is to be used for legislative purposes only. These amounts are to be paid out of the present membership fee of each association."

"I don't consider the Retail Merchants' Association of Canada the parent of the western associations," added Secretary Coulson, "the eastern organization had absolutely nothing whatever to do with the formation of the western associations."

UNIFORM SIZE MILK CANS.

The House of Commons Committee on Agriculture has recommended to Parliament the adoption of the bill providing for a standard can of eight-gallon capacity for the sale of milk, a half standard of four gallons, and a quarter standard of two gallons, and declaring that all such vessels shall be subject to Government inspection. The proposed law imposes a penalty of $50 and the forfeiture of the cans for neglect to secure the departmental inspection. The committee advised the printing of a large number of copies of the intended law, so that they can be circulated to obtain the opinion of the country thereon.

There are periods in almost every man's life when he would rather have a lie told about him than the truth.

EFFECTIVE HARDWARE ADVERTISING

Spring trade is still active, so that a hardwareman can continue to advertise paints, sporting goods, freezers, enamelware, netting, etc.

* * *

Small ads, on single lines, take well. You could run three or four 35-line ads in different parts of the same paper—once a week anyway. Sometimes arrange one of the ads so that the appeal is direct to contractors; other times, farmers; still other times, the housewife.

* * *

When you are pushing certain goods in the paper try to secure some original window display for the same goods. By keeping in touch with manufacturers, writing for latest catalogues, etc., you can secure suggestions and in many cases attractive display signs—free of cost.

* * *

Don't allow any opportunity to go by that means "information" for you. Don't imitate the publicity methods of your competitor, but note how the "big fellows" in other cities do things.

* * *

The up-to-date manufacturer never allows the story he is telling you to become "dry." The relationship of the manufacturer to you is the relationship of you to the people. The moral is obvious.

* * *

The Orillia Hardware Co., (S. Mullett, W. E. Anthony), who succeeded G. H. White, got out a very attractive "inaugural" announcement.

* * *

The Orillia Hardware Co. start off with the motto: "By fair dealing and attention to business to merit a share of your trade."

* * *

Photographs of Mr. Mullett and Mr. Anthony grace the top right and left hand corners. In about the centre of the sheet there appears a sort of valedictory from Mr. White, in which he seizes the opportunity to eulogize his successors—their ability, their methods.



Hardware News.

VOL. 1 THESSALON, FRIDAY, MAR. 23, 1906 NO. 7

Ready Mixed Paints.

The home should be spotless but not paintless. For interior painting try Robertson's Ready Mixed Paint. We stock it in 36 different colors, it will not fade, check nor blister, 1 gallon covers 360 square feet two coats, every package guaranteed, none better at the price, $1.50 per gallon.

Churches Cold Water Alabastine in 12 colors, best for plastered walls, put up in 25c and 50c packages, 50c worth will cover fifty square yards.

We have a full stock of Waggon, Carriage and Marine Paints, Paint Oils, Turpentine, Varnishes, Stains, Enamels, Etc. Our Prices Are Right.

BRIDGE BROS.,
THE LEADING HARDWARE
THESSALON.

Bridge Bros., Thessalon, prepare "live" advertisements for their store. The specimen shown on this page is representative of the Hardware News series. They do not waste any space. Neither do they cram. In keeping their advertisements pretty much to one line they command more attention and are able to make the "talks" more effective.

* * *

That Bridge Bros. are "alert," the following letter from them testifies:

"There being only one weekly newspaper in our town, we advertise in it, using liberal space. In a town where there are one or more papers published, we think it would be profitable to advertise in each, using small space.

"As a rule, we give a short talk by way of introduction; in advertising a cook stove, we might start off by saying: 'When buying a cook stove, the oven construction should be the first consideration, etc.,' then follow up by giving the good points and baking qualities of our stove, and the price. We have adopted the 'Hardware News' plan, filling in the matter each week. We make a yearly contract for space. We keep a record of advertising expenditure, but think it would be a hard matter to correctly estimate the returns. No doubt advertising is profitable, if properly looked after. An ad changed every few months may be all right for the printer, but it of little value to the man who pays for the space. Hardware advertising appears to be neglected, particularly in small towns, possibly because many towns support only one hardware store, and in such cases very likely it is thought unnecessary to advertise.

"It pays to advertise! As an instance, quite recently we advertised a certain safety razor. The day after our ad appeared, one of our customers called and purchased one of the razors. He remarked that he had been wanting one for some time, and intended sending out of town for it. We display these razors in a prominent place in our store, and this man drops in every day or so, yet he did not know we sold them until he read our ad. On this razor we made sufficient profit to pay for our advertisement; possibly a number of sales resulted from the ad. We could mention numerous instances of this kind."

* * *

"Housekeepers' Needs" is a catchy little ad that tells a good deal in a few words.



HOUSEKEEPERS' NEEDS!

Washers, Wringers, Mangles,
Carpet Sweepers,
Household Scales,
Carpet Beaters and
Stretchers, Etc

Rice Lewis & Son
LIMITED
Cor. King and Victoria Sts., Toronto

INDUSTRIAL FUTURE OF CENTRAL CANADA

An Address by T. R. Deacon, before the Canadian Club of Winnipeg.

On April 11 Mr. Thos. R. Deacon, manager of the Manitoba Iron Works, delivered an address on "The Industrial Future of Central Canada" before the Canadian Club of Winnipeg. In interesting fashion he sketched the magnificent possibilities of the "wilds" of New Ontario, concluding his address with a reference to the water power proposals now engaging the attention of the people of Winnipeg. The address was as follows:

"I want to say something about Central Canada, and for my purposes I shall call that part of this country lying between the meridian of North Bay, and the base of the Rocky Mountains, Central Canada. I wish to make a few remarks on the present and the future of this part of our country and some particular reference to Winnipeg. Owing to the fact that prior to the building of the Canadian Pacific Railway, that part of Central Canada lying east of Lake of the Woods was absolutely unknown and unsurveyed territory, no importance was attached to it, and since the completion of that road so great has been the development in the better known and older sections of Canada and the capital and energy of the country has been so completely utilized to their industries and the exploitation of their resources that little opportunity has been afforded to take stock of the potential resources of the part under discussion, and in fact it is only recently that serious attention has been turned that way. And yet, gentlemen, I desire to express it as my sincere conviction that from the fountain of that great wilderness will spring a lasting stream of material wealth that, dividing into two great branches, the one flowing east and the other west, shall rival the agricultural wealth of the west or the industrial wealth of the east.

Exploring New Ontario.

In 1900 the then premier of Ontario, Hon. G. W. Ross, decided to have an exploration of that part of the country called New Ontario made, and accordingly sent out ten parties, each one in charge of a practical surveyor and including a geologist and expert timber estimator. The net result of their exploration fully justified the most sanguine expectations in regard to the natural wealth and fertility of the country. A clay belt comprising an area of at least 16,000,000 acres was discovered, nearly all of which is well adapted for cultivation. This almost unbroken stretch of good farming land, is equal in size to the twenty-two counties of old Ontario, lying west of the County of York in a line drawn from Toronto to Midland, which portion of Ontario was shown at the last census to be inhabited by a population of 1,081,000 people. This clay belt was found to cover an area as large as the States of Massachusetts, Connecticut, Rhode Island and Delaware combined and about half the size of the State of New York, or half the size of England. It was found to be remarkably well watered by numerous rivers, the principal of these being the Moose, flowing into James Bay, and its tributaries, the Abitibi, Metagami, Missanabie and the Albany, with its tributaries; the Kenogomi and Ogoki. Including all areas of good agricultural land in what is called New Ontario there is found to be 20,000,000 acres, or 125,000 farms of 160



Thos. R. Deacon, Winnipeg
Manager of the Manitoba Iron Works.

acres each, capable of supporting a population of 1,000,000 people.

Climate is Mild.

The climate, which is the necessary accompaniment of any lasting colonization, has been found to present no obstacle to successful settlement. The vegetables found growing at the Hudson's Bay Company's posts were a living evidence of the possibilities of successful agriculture. Even at Albany post the potato tops were green on Sept. 25. On Oct. 3 the garden produce had not been removed from the ground for the Winter at Albany post. Only two nights of frost were observed up to Oct. 28.

"From careful estimates made it has been found that there is still in the crown unsold in Ontario white and red pine, which will produce at least 6,000,000,000 feet of lumber, which at present prices has a cash value of not less than $42,000,000 on the stump, which if invested at only 3 per cent. would net the province an annual income of $1,260,000. It was found also that extensive forests of spruce, jack pine and poplar existed, estimated to contain 300,000,000 cords of pulp wood, which at 40c. per cord would give the province an annual income of $3,600,000 for all time to come. From a very conservative estimate of the annual growth of pulp wood, it is found that it amounts to no less than 6,000,000 cords, or sufficient to employ 200 pulp mills continually, employing 100,000 men.

Mineral Wealth.

"I have so far spoken only of the agricultural and forest wealth of that portion of Central Canada lying east of Winnipeg; let me give you a few facts as regards the known mineral wealth, as this is more likely to have a direct bearing on the City of Winnipeg. I will briefly mention first that deposits of nickel in the Sudbury district have been found upon development to be practically inexhaustible. By means of diamond drills half a dozen of which have been used day and night for some years in one locality, millions of tons of high-grade nickel ore has been blocked out and large bodies of ore located, upon which no development has yet been done. As regards the cobalt, nickel, arsenides and silver deposits in the Temiskaming district, I am indebted to a recent report of the Bureau of Mines for some valuable information regarding this discovery. The archaean protaxis or that rocky region which stretches away from the St. Lawrence River, expanding to the northwest, is producing a group of what may be called unique or, at least, comparatively rare minerals. The nickel mines of Sudbury, which is one of the two important nickel producing localities of the world, produces with the nickel and copper, the bye-products, platinum and palladium. The corundum deposits of North Hastings and South Renfrew now supply by far the greater part of the corundum used in the world and the recently discovered cobalt, nickel and arsenides of Temiskaming district have suddenly acquired an importance as a producer of cobalt, which is only rivalled by the deposits of Saxony. As to what we may reasonably hope for from the building of the Grand Trunk Pacific road through that new region, let me remind you, gentlemen, that

these great cobalt, nickel and silver deposits were discovered by the building of the Temiskaming & Northern Ontario Railway within a short distance of the shore of Lake Temiskaming, which has been a well-traveled water route to the north for over 200 years, and the Sudbury deposits were discovered by the building of the Canadian Pacific Railway. These two instances show the possibilities there are for the discovery of important mineral bearing areas in the vast hinterland of Ontario. The latest report from the Bureau of Mines of Ontario, which keeps a close record of all matters pertaining to mining in the province, show that there have actually been shipped from Cobalt already, $3,500,000 worth of silver alone. At the Pan-American exhibition at Buffalo in 1901, twenty-one awards were made to the Ontario exhibit, viz., three gold medals, seven silver medals, six bronze medals, and five "honorable mentions," a larger number than the exhibit of any state or country save Mexico alone.

Iron Deposits.

"I have yet to mention, so far as we are directly concerned, the most important of all, viz., the iron industry. A large number of very extensive and very valuable deposits of iron have been discovered in the Lake Superior region, and I have recently learned that the largest single deposit of iron ore known in the world has recently been located in this district. The iron and steel industries are the foundation of our modern civilization. To realize our dependence upon them, try to imagine what the state of affairs would be if our iron and steel industries were swept away. Transportation by railway and boat would cease; the machinery in our factories would be banished, and the comforts and luxuries of our life destroyed. We might better do without silver or gold.

"It has now been proven that the vast deposits of iron ore in Canada known these many years, but hitherto considered valueless because of their high sulphur contents, may now be utilized by the use of water power for electric smelting, with which the country is richly blessed, and this means that Central Canada can undertake for herself this basic industry of modern civilization without having to import coal or ore for that purpose. Using entirely Canadian products Canadian manufacturers will be able to make the tools and agricultural implements for the settlers pouring into the country; will be able to build the bridges and boats and railways which are required to open up still other new territories and make the machinery to be used in thousands of busy factories.

Winnipeg Should Profit.

"How does this affect Winnipeg? Shall she become really a manufacturing city of importance, with solid, stable industries, or shall she be content to remain an aggregate of people living on commissions skimmed from the stream of agricultural products flowing eastward and the tide of manufactured articles flowing westward to supply the territory to the west. That depends. Other centres with various advantages and ambitions will no doubt spring up as rivals to draw trade away and new routes may be opened up which may deflect a large part of the stream of commerce from Winnipeg.

"It is a fundamental law of the political economy of manufacture that institutions which are engaged in the production of finished goods should be located as nearly as possible, having due regard for the conditions of production, in close proximity to the point of consumption. And because the principles of that law have been misapplied it has become the habit to regard Winnipeg as a point unsuitable for manufacturing. I believe I can demonstrate that this is a fallacy and that within a very short time it will be amply shown that Winnipeg is most fortunately placed, and that once her public men are thoroughly awakened to her opportunities an era of development and expansion and solid industrial growth will dawn, the full effulgence of whose glorious noontide no man would dare predict. We live in the electric age and Winnipeg is within easy distance of an enormous source of this form of energy.

"I have for some time been giving a considerable amount of thought to this question, and a short time ago I made a rough computation, erring on the safe side, of the amount of energy available at this city from a single source, namely the Winnipeg River. I do not wish to be tediously technical; you all know that the Winnipeg River drains an immense area of country stretching from far south in the State of Minnesota, north of the Canadian Pacific Railway, and extending eastward from the Lake of the Woods, at least 200 miles.

Water Power Available in Winnipeg.

"The basin of the Lake of the Woods is over 25,000 square miles in extent. Now, all the water that can, by any possibility, flow down the Winnipeg River in any single year is the amount that has been precipitated as rain and snow for a corresponding length of time. Observation has shown the amount precipitated over this area to be about 30 inches annually. Probably one-quarter of this is lost by percolation into the soil and utilized for plant growth, one-quarter may be re-evaporated, leaving 50 per cent. to flow by conduction down the Winnipeg River. The fall from the Lake of the Woods to Lake Winnipeg is about 355 feet. A computation of this volume of water falling 355 feet gives the enormous total of 1,097,000 horse power as the potential energy of the Winnipeg River between the Lake of the Woods and Lake Winnipeg. Fairly efficient turbines will develop 80 per cent. of the potential energy of a fall and this gives us 882,000 effective horse power available for work. Allowing the extreme of 25 per cent. for loss in various ways, we still have over half a million horsepower available for actual use, which, I believe, the genius of the Canadian engineering profession is quite competent to deliver to the wheels of commerce in our factories.

"But we must have raw material, they say. Very good. Pig iron and wheat are the basis of all commerce in these days and we are planted right in the midst of the future sources of these commodities.

"I firmly believe, and I want to go on record as having expressed this opinion, that the building of the new Grand Trunk Pacific will be followed by discoveries of iron ore gigantic in extent, and this opinion is based, not on mere mental impression, but on sound scientific deductions. I feel that northwestern Ontario is on the eve of a tremendous mineral development, particularly in iron, copper, nickel and silver ore. Large smelters will be erected to smelt by electricity, using the powers of the Kaministiqua, the Nipigon, the Michipicoten, and other rivers, and from this source Winnipeg will have her supplies of raw material.

"Our market is at our doors. Planted on the very shore of a golden ocean of waving grain fields, dotted with innumerable archipelagoes of prosperous homesteads inhabited by a people rich from the products of the soil, our material prosperity cannot fail to be very great. Since the advent of human life on this planet men have sought the end of the rainbow under which is hidden the pot of gold, and suddenly the world has learned that it rests upon the earth in the wheat fields of Western Canada, and the multitudes have set their faces thitherward. If we are the worthy sons of our sires we will avail ourselves of this heritage and continue to demonstrate to all the world that Canadians are as bold in conception, as intelligent in design, and as skilful in execution as any other race.

"Canadian brawn and Canadian brain have achieved things in the past, and have overcome difficulties that to a less vigorous people might seem insurmountably stupenduous. But our reward is near if we but devote our energies to building up our manufactures side by side with our agricultural development, not in conflict, but in harmonious combination, so that all the various occupations of our people shall be interwoven for the general good of all, so that all shall be peacefully and happily employed in the various acts of agriculture, commerce and of manufacture."

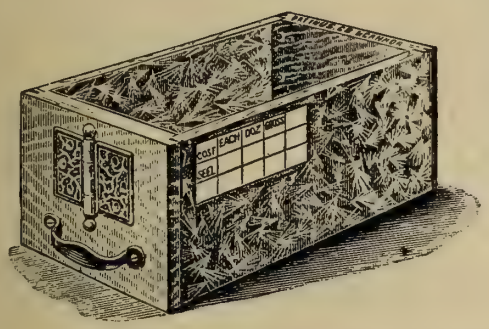
EX-MAYOR LAPORTE HONORED.

On Wednesday afternoon, the 25th inst., H. Laporte, formerly mayor of Montreal, was presented with a magnificent cabinet of silver, said to be the finest ever seen in the city. The gift is from the citizens of Montreal and is in recognition of the services rendered the city during his regime not only as mayor but as alderman and chairman of the finance committee.

A GOOD INVESTMENT

The advertisement which we reproduce on this page for the **Bennett Patent Shelf Box** cost $3.56 per insertion. The first advertisement appeared in our issue of April 14th, and within one week after the first insertion, 8 enquiries were received from firms who intimated they were in the market for shelf boxes. The second advertisement appeared in our issue of 21st, and by Thursday, 24th, 4 enquiries had been received. The enquiries were received from 5 different provinces, showing the wide circulation of HARDWARE AND METAL.

METAL SHELF BOXES



Wood drawers cost too much money, consume too much space, and besides shrinking and splitting are hard on shelves. The

BENNETT PATENT SHELF BOX

has none of these drawbacks. It is low in price. It saves 20 per cent. shelf room.

It is made with metal sides and fine oak front, hard oil finish. It is a "thing of beauty and a joy for ever."

Our **Price List** shows how hardwaremen, whose shelves are fitted up with wood drawers, waste money. If you are interested in **store economy**, write for price list.

CAMERON & CAMPBELL, Toronto, Sole Manufacturers for Canada

Manufacturers—Have you confidence in your own goods?
—Do you want the trade to have confidence in them?
—Do you want to reach the trade in every Province of the Dominion?
—Do you want to reach them QUICKLY, EFFECTIVELY and ECONOMICALLY?

There is only one paper in Canada big enough for the job.

HARDWARE AND METAL has "made good." We have dozens of testimonial letters which have come to us unsolicited from the best and most reliable firms in Canada.

Tell the trade it isn't up-hill work to sell your goods. Give them each week the arguments that will sell the lines you make, and your sales will increase.

8 Customers for $3.56

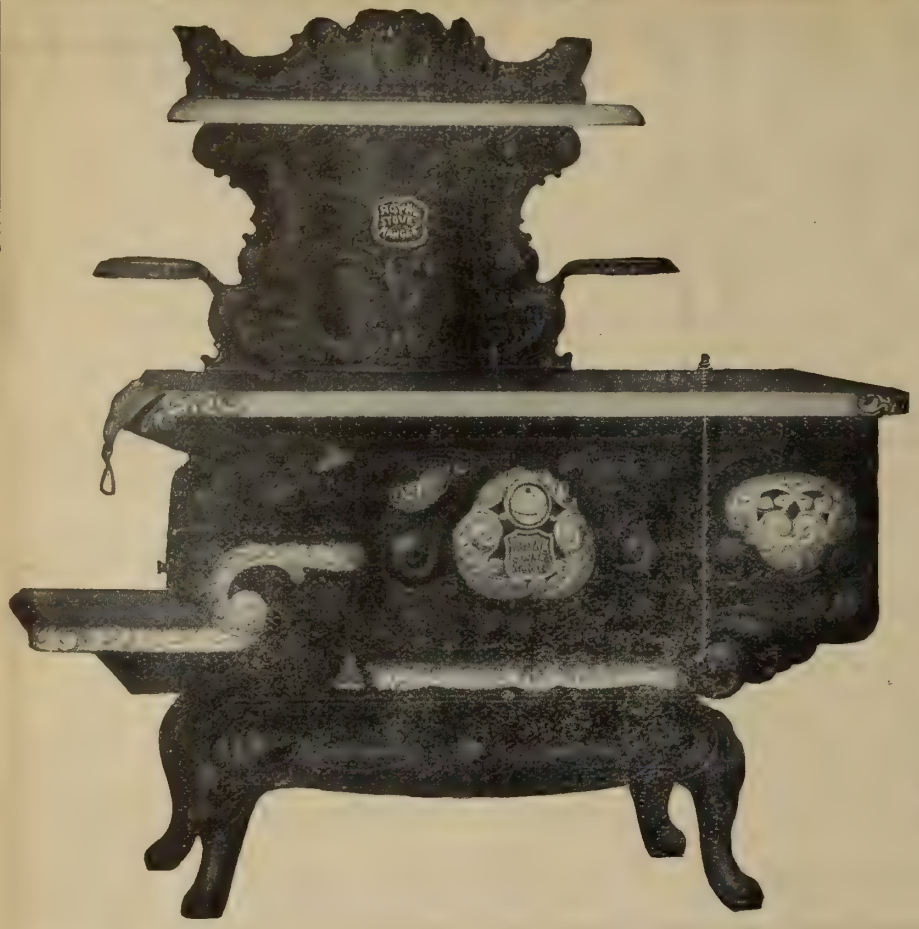
Is it worth $3.56 to be put in touch with 8 good prospective customers?

If you're going to be a 20th century firm you must use 20th century methods.

Enquire for any size of space in which you may be interested.

HARDWARE AND METAL

MONTREAL **TORONTO** **WINNIPEG**



BEST

when claimed for some ranges simply means pretensions. Best when claimed for

Royal Corona Range

means that "Royal Corona" has no equal.

You can make the test either on quality or price.

Write for information about "The Range of Money."

Canada Stove Works

HARRISTON, ONT.

YOUR SPRING SALES



"SAMSON" HAND DELIVERY CANS.

You can help your spring trade by handling these lines.

"Samson" goods are becoming more popular every year and are now specified by many dairymen.

We can ship all lines promptly.



"SAMSON" RAILROAD OR DELIVERY CANS

"SAMSON" MILK CANS. "SAMSON" TRIMMINGS.

TINNED IRON FOR CHEESE FACTORY USE

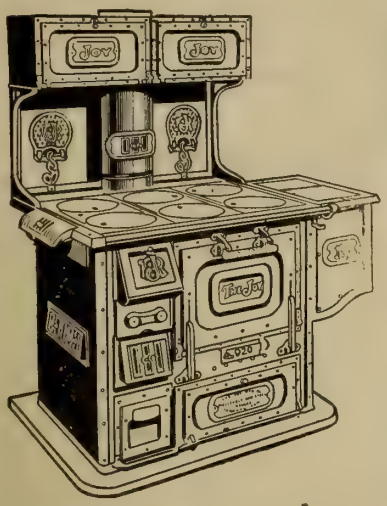
Send in your order and have a good stock when the time comes.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

KLEAN and QUICK



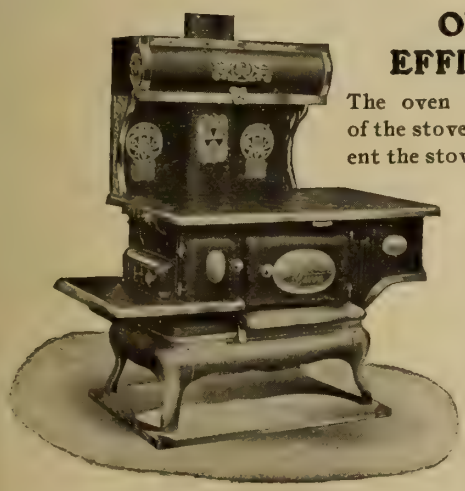
A slow fire is the sure indication of a dirty fire, than which there is nothing more annoying. Slow and dirty fires are caused by poorly designed grates, lining rests and ill-shapen fire boxes. The fire in

"The JOY MALLEABLE STEEL RANGE"

is a clean quick fire, because the grates are properly designed. There are no ledges where ashes can rest. The fire-box is narrow, deep and straight; ashes cannot cling to its sides. One revolution of the duplex grates gives a **CLEAN QUICK FIRE.** Linings are not cemented, but dove-tail, and are easily removed. Cogs are on the outside, where fire, ashes or dirt cannot harm or clog them. We want you to judge the merits of **THE JOY.** Are you open to conviction? A line will bring us together.

Joy Mfg. Co.

32 Humberside Ave. ...Toronto



OVEN EFFICIENCY

The oven is the "heart" of the stove. If it is inefficient the stove is "dead."

In

THE EMPIRE QUEEN RANGE

the highest degree of oven efficiency is attained. Heat is evenly and quickly distributed, and this does not mean, as with many other stoves, a lack of heat from the cooking holes So you see **THE EMPIRE QUEEN RANGE** is a "sort" of "useful" stove—just the kind of stove enterprising dealers should handle. Information gladly furnished.

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

Look over "B" Series Imperial Oxford —you'll see why it's a seller!

Spend an hour just studying over the selling points—the **exclusive** features—of "B" Series Imperial Oxford Range. Figure out what range you ever saw is so **sure** to delight the house-wife. Look over the **looks** of this supremely modern range—consider the quick, sure profit you can get out of it. Reckon up the big help our selling-aid system gives you—

Do that, and you'll put an Imperial Oxford on your floor quick. Ask us to tell the whole story—get our new proposition to live dealers. Write for it now.

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

The Gurney Foundry Company

Limited

Toronto Winnipeg Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

(98)

HARDWARE AND METAL

Established - - - - - - 1888

JOHN BAYNE MACLEAN - President

The MacLean Publishing Co.
Limited

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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Telephone Main 1255
TORONTO, - - - - - - 10 Front Street East
Telephones Main 2701 and 2702
WINNIPEG, - - - 511 Union Bank Building
Telephone 3726
LONDON, ENG. - - - - 88 Fleet Street, E.C.
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NEW ADVERTISEMENTS.

Hannah, J. W., Greenbush, Ont.
Peterborough Lock Co., Peterborough, Ont.

MAIL ORDER COMPETITION.

The retail and wholesale merchants in Canada do not realize to what extent their confreres in the United States suffer from competition with some of the large mail order houses, particularly such firms as Sears, Roebuck & Co., and Montgomery, Ward & Co. We have a good deal of competition in Canada, but it is not nearly so severe. The way in which a western retailer met this competition is being told throughout the trade in the States, and no doubt many of our readers will find it worth while publishing in their local papers. Recently a church congregation in a little town built a church. To pay for it they were obliged to call upon the merchants of the community for donations. The merchants responded liberally, and $300 was raised from this source. The last man to subscribe was John Smith, jeweler. "I will give you $5 if you will let me add something to your subscription list," he said. Permission was accorded him and he wrote at the bottom of the list:

John Smith, jeweler	$5.00
Sears, Roebuck & Co.	0
Montgomery, Ward & Co.	0

The church people saw the point when the minister read from the pulpit the list of donors to the building fund. Since the dedication of the church there have been no mail orders sent out from that little town.

A SERIOUS OUTLOOK.

The evils of price-cutting and of lack of organization are well exemplified by the conditions existing in the plumbing and steamfitting trades in Toronto at the present time. Since the disruption of the Master Plumbers' Association matters have been going from bad to worse and with supply houses giving a very short line of credit, other master plumbers going after business on a cut-throat basis, and a general public inflamed against all plumbers by reading sensational articles in the daily press, the master plumbers with small capital are in a similar position to that of the immortal Light Brigade, with cannons in front of them, cannons to right of them and cannons to left of them.

Under the regime of the association the plumbing business in Toronto was conducted on a basis of 25 per cent. added to cost of labor and material, out of this the expense of running the business being taken and the remainder being profit. The large concerns which dealt in "bonuses" and "I.O.U.'s" had, of course, additional sources of profit, but the great majority of the smaller master plumbers did business on the 25 per cent. basis, making a fair living for themselves, paying their bills, and enjoying life as most men should.

But the association is gone and with no organization to restrain them, master plumbers are taking contracts on margins as low as 5 per cent. over cost of labor and material, this in many cases not even allowing journeymen's wages to the contractor, and when mistakes in estimating take place the work is done below cost. On this small margin, too, the cost of advertising, bookkeeping and shop maintenance cannot be covered and the plumber or fitter appears to be in business chiefly to prove to the general public that work can be done for much less than was charged during the association's existence. In brief, the Toronto plumber is now robbing himself in order to prove that the general public was robbed by him during the past two or three years.

The end is in sight for many now in business if this condition lasts much longer. The supply houses are protecting themselves by giving shorter credits as without the association their assurance of the payment of accounts is gone. Those whose capital is limited are being called upon for security for goods before delivery and master plumbers have been forced to hand over insurance policies, book debts, etc., to the supply houses to secure material for contracts in hand. If the slashing of contract prices continues all Summer, and without any organization it is probable that it will, there will be many failures to report before Fall.

Some firms are refusing to bid on contracts at all, letting their competitors fill up with the profitless jobs, and retaining only enough men to do the jobbing work coming to the shop. They figure that it is better to do a small business and do it at a profit than to have the endless work and worry of a lot of contracts in which there is no profit. They also have the chance of getting profitable contracts when the price-cutters have loaded themselves up with work. Intolerable though the present situation is, it is likely to be of advantage to the larger firms—the ones who profited most by the association and brought about its collapse through the indefensible bonus system. By the crushing out of business of the weaker men those remaining will profit.

The only remedy is organization. Let an effort be made to reorganize the master plumbers' ball team and by developing the social feature try and overcome the jealousies which are bound to result from the senseless price-cutting going on. It should not be a hard matter to bring home these truths to the trade and the time to do it is now. The longer the present situation is allowed to last the harder it will be to organize and effect a remedy.

PRIZE OFFERS CLOSE MONDAY.

The window dressing and ad writing competitions announced a month ago close on Monday, but any letter or photo bearing a postmark of that day will be accepted in the competitions.

As will be remembered, we offered a prize of $5 for the best seasonable window display made in April. This allowed plenty of scope and the number of entries should be large, as the clerk who wins a name for himself as a window dresser is carving out a future for himself.

The same can be said of our ad-writing competition. Though the prize offered is only a fountain pen, a good fountain pen such as we will give will be a useful article for the clerk who wins the prize. This competition is confined to clerks as we desire to encourage salesmen behind the counter to take an interest in the advertising proposition. It is one of the most important branches of salesmanship—the knowing how to bring customers to the store.

If you have been intending to enter the competitions and haven't yet done so "do it now."

Charity begins at home and often remains at home all the week, excepting Sunday, when she goes to church to say nice things about herself.

TO LEGALIZE TRADE ASSOCIATIONS

A deputation of representative jobbers and retailers, mostly connected with the grocery trade, interviewed the Dominion Government at Ottawa last Friday and asked for legislation placing retail merchants on a par with professional men, corporations, labor unions, etc., in making trade agreements. H. N. Kittson, of Hamilton, was the chief spokesman of the deputation, he speaking in part as follows:

"To meet the competition of trade pirates who live by and who sell goods without reference to the fact that they should be paid for, it has been found necessary in self-preservation for the trade to make selling arrangements amongst themselves, to endeavor where possible to have uniform selling prices with regard to proprietary articles. It has been found necessary to systematize the selling of goods with certain restrictions as to price. It has been found necessary to make an effort to induce manufacturers to grant a differential in price between the price at which they sell to the wholesale merchant and to the retail merchant. It has been found necessary, in a word, to take collective action.

"Where there is undue and wasteful competition the wisest thing, the only thing, that those suffering from it can do, be they wholesalers or manufacturers, is to come to an arrangement to remedy the evil. But there section 520 of the Criminal Code intervenes, and says that 'every one is guilty of an indictable offence and liable to a penalty of $4,000 or less or two years' imprisonment, who conspires, combines, agrees or arranges with any other person to unduly prevent, limit or lessen the manufacture or production or to unduly enhance the price thereof.'

Review of Legislation on Combines.

"The legislation on the subject of combinations may be shortly reviewed as follows: The original section simply imposed penalties in respect of conspiracy to commit some unlawful act unduly, and what was or might be unlawful was determined by the general law of the land on the subject, but the difficulty of applying the law led the Parliament to rectify this by striking out the word 'unduly,' but this made the enforcement of the law so difficult that in 1900 Parliament struck out the word 'unlawful' and restored the word 'unduly,' and as a result of this it became a conspiracy to do the things unduly referred to in this section.

"So under the law as it stands at present if it can be shown that any two or more merchants or manufacturers unite to secure a fair margin of profit they expose themselves to the risk of being dragged before the police court and charged as criminals with violating the criminal law. It may be claimed that the word 'unduly' provides reasonable protection to the public against prosecution prompted by malice, or by Crown attorneys animated by excessive zeal, but as a matter of fact the proceedings in Toronto and Hamilton and elsewhere against mercantile associations and combinations are fostered and encouraged by the vagueness and indefiniteness implied by the word 'unduly.' The proceedings instituted against the Dominion Wholesale Grocers' Guild is a striking case in point. Upon the information and complaint of a detective—absolutely ignorant of the condition of trade, absolutely ignorant of the alleged facts set forth in his complaint, unsupported by any corroborative evidence—a wholesale prosecution has been instituted against the Dominion Wholesale Grocers Guild, an association which has been in existence for twenty years, comprising with a few exceptions the whole wholesale grocery trade of the Dominion—of men who have a reputation for honor and integrity, and enjoying the respect of the community in which they live, who are charged under this section, among other things with the crime of selling sugar on a basis of 4 per cent. gross profit, and tobacco at a profit of 3 3-4 per cent., while the cost of doing business is from 7 to 9 per cent. Their innocence or guilt in respect of such alleged crime cannot be ascertained in any other way than by the annoyance, the inconvenience, the enormous expense of a public trial. It may be advanced that the remedy is to prove the allegations untrue, but that is only an apparent remedy. The result of one suit will not procure immunity to the manufacturer or to the merchant from further prosecution.

"In the case of the King vs. Elliott, Justice Osler in giving judgment made use of these words: 'What is undue with reference to the acts which are the subject of a conspiracy, combination, agreement or arrangement, is now a question of fact upon the circumstances of each particular case.' Now, in the case of a wholesale merchant there might be 100 different rates of profit, and each particular case might be made the basis of a prosecution. In view of this judgment the manufacturer or the merchant does not know, cannot know, what trade agreements he may legally enter into.

Criminality Not Intended.

"We submit that it was not the intention of the Government to put the stigma of criminality upon any person or association who agrees with any person to endeavor to place his business upon a basis to enable him to pay his debts. Trade grievances or unhealthy trade conditions cannot be ameliorated by individual effort; collective effort is absolutely necessary to accomplish any practical result.

"Railway companies fix railway rates by collective action.

"Telegraph companies regulate rates by collective action.

"Life insurance companies fix their rates by collective action.

"Fire insurance companies fix their rates by collective action.

"Physicians arrange their fees by concerted action.

"Lawyers call the legislation to their aid to ensure to them reasonable remuneration for their work.

"Trade unions are authorized by law to combine to secure reasonable wages.

"Why should merchants and manufacturers be differentiated against and made liable to criminal prosecution for using methods to advance their interests, which are legally sanctioned and permitted with respect to other classes of the community?

"The result is that the manufacturing, wholesale and retail trades of Canada to-day do not know where they stand in connection with trade matters. Methods of business which have been in vogue for centuries are to-day being attacked as illegal. Up to the year 1900 if a person did not unduly limit the facilities for transportation, production, manufacture, supply, storing or dealing in any article, or if a person did not unduly prevent, limit or lessen the manufacture or production of the article or unreasonably enhance its price or unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of an article, and did not create a monopoly so as to unlawfully restrain or injure trade and bring himself within what would be known to be the common law of England, he felt perfectly secure in the conduct of his business. To-day he may not unduly limit the facilities for transportation, he may not prevent, limit or lessen the manufacture or production of goods; he may not unduly prevent or lessen competition in the production, manufacture, etc., of goods; in fact, he may do the contrary of these things by combining

with those in the same trade with himself, and may lessen the price of the articles in which he deals to the consumer, and yet he may be held liable under these circumstances to have infringed sub-section B in the absolute in which it stands to-day.

"It is most respectfully urged that section B of the Act should be at once restored to where it stood in 1900, by adding the word 'unlawfully;' that the word 'unduly,' where it appears in section should be given an interpretation which leaves no doubt as to the meaning of the law.

The Proposed Reform.

"That most careful inquiry and investigation should be made into the trade and commercial interests of the country so as to enable Canadian merchants and manufacturers and business men to know with some certainty the agreements which it should and may be lawful for them to enter into for the protection and existence of the various businesses in which they are respectively engaged, and that in making such inquiry and investigation due consideration should be given not only to the interests of the Canadian consumer, but also to the trade and commercial interests of the country generally, to the foreign competition to which our merchants and manufacturers are subjected, and to the trade conditions and laws which exist in England and the United States in respect to such matters."

A SUCCESSFUL RETAILER.

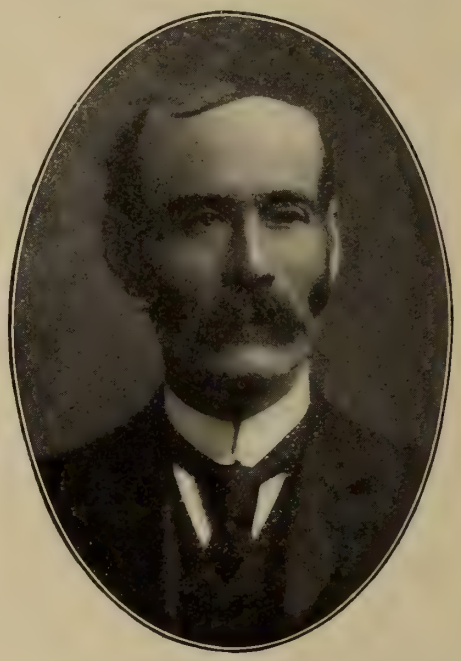
Twenty-six years in the hardware business at the same stand has been the experience of J. Woodsworth, Toronto, who a short time ago sold out to S. M. Burt. In the year 1879 Mr. Woodsworth after having been nine years in the employ of J. & W. McKeough, of Chatham, came to Toronto and purchased the hardware business at 842 Yonge street.

Many changes have taken place since then in the appearance of that section, and the only business still remaining that was there at the time Mr. Woodsworth started is the store of J. W. Oram. In the hardware business, too, there have been many changes since '79. Those were the days of cut nails, and when ready-mixed paints were almost unknown, the hardwareman being then the paint maker for his customers.

Mr. Woodsworth adopted a cash basis from the start, which he always adhered to, with the exception of some builders' accounts which for convenience were allowed to run thirty days. His fairness in dealing, and his close attention to the details of business by which his store was always kept up-to-date, won for Mr. Woodsworth an enviable place among the retail hardwaremen of Toronto. Other interests, however, were demanding a great deal of Mr. Woodsworth's time, and it was for the purpose of devoting himself more to them that he decided to sell the business he so successfully built up.

WESTERN HARDWARE ASSOCIATION AND MR. TROWERN.

While the Ontario hardwaremen are considering the question whether it is advisable that the association which they have organized should be made an independent body or whether it should be made a section of the Retail Merchants' Association of Canada, it may be of interest to recall the exact nature of the relationship existing between the Retail



J. Woodsworth, Toronto.

Hardware and Stove Dealers' Association of Western Canada and the association dominated by Mr. Trowern. Especially is this the case since the exact nature and extent of that relationship is not so well understood in the west as it should be.

In the Summer of 1904 the Retail Merchants' and Stove Dealers' Association of Western Canada was organized at a meeting held in Winnipeg, and it was in fact a development of the local Winnipeg association. It was a spontaneous development, and the claim of the Retail Merchants' Association of Canada to be the "parent" body is too absurd to be given consideration.

In February, 1905, the Retail Merchants' Association of Western Canada was organized, this also being an absolutely independent body composed of the general merchants and grocers of the west. Its relations with the hardware association were friendly on the whole, but the two associations were quite distinct.

In February last the two associations met in Winnipeg in separate halls in the same building. Both meetings were addressed by E. M. Trowern, Toronto, secretary of the Retail Merchants' Association of Canada, and he strongly urged that they should amalgamate with his association. Partly as a result of his representations it was finally decided that the two western associations should affiliate for certain purposes and that they should, in joint session, elect a "western board" whose duty it should be to advance certain common projects. Amalgamation or union in one association was not to be seriously entertained for each association has its own interests and those interests may sometimes conflict. But while amalgamation was impracticable it was recognized that the associations had some interests in common, and the western board was elected to further those interests and watch legislation affecting all retailers.

So far we see no connection with the Retail Merchants' Association of Canada, and it must be evident that the tie that binds the western hardwaremen to that association is of the lightest possible character. The only connection that the Western Retail Hardware and Stove Dealers' Association has with the Retail Merchants' Association of Canada is through the western board on which they have representation. The connection is indirect; there is no direct relationship.

The western board has not amalgamated with the Retail Merchants' Association of Canada; it has merely affiliated. Hence, the only connection of the Western Hardware Association with Mr. Trowern's association is an indirect relationship via the western board, which has merely affiliated with the Retail Merchants' Association of Canada to promote legislation and take action on certain subjects on which it seems advisable that the merchants of the whole Dominion should be able to make their wishes known.

The Western Hardware Association retains its autonomy and its own individuality. If Mr. Trowern refuses to co-operate with an independent Ontario organization of hardwaremen he will extend to Ontario hardwaremen treatment different from that which he promised the hardwaremen of the west.

HARDWARE TRADE GOSSIP

Quebec.

Sidney R. Sheldon, of Galt, was a visitor in Montreal this week.

J. Steel, tinsmith, East Templeton, Que., is retiring from business.

F. X. Boisvert, machinist, Quebec, offers to compromise with his creditors.

W. S. Leslie, of A. C. Leslie & Co., spent this week traveling through Ontario.

Robert Munro, president of the Canada Paint Co., spent a part of last week in Toronto.

Wm. Copping, lumber merchant of Joliette, spent a day during the week in Montreal.

John A. McIntosh, general merchant, of Vankleek Hill, spent a day of the past week in Montreal.

The Peerless Gas Light Company, Montreal, has been registered. S. G. Bergevin is managing director.

Geo. G. Scott, western representative of the Pedlar People in Winnipeg, spent the early part of the week in Montreal.

H. L. Holstein, general merchant, of Whitney, Nipissing District, paid a business visit to the metropolis a few days ago.

F. C. Lariviere, head of the well-known hardware firm of Amiot, Lecours & Lariviere, Montreal, has been in New York for the past ten days.

Among the outside hardwaremen to visit Montreal during the week were: C. H. Whitworth, Smith's Falls, and J. A. McDonald, Williamstown.

Geo. Ramsden, Caverhill, Learmont & Co's representative in Eastern Ontario, spent Thursday of this week at the firm's Montreal headquarters.

G. I. Delisle, woolen manufacturer of Yamachiche, called on some of the Montreal hardware jobbers during the week to place orders for supplies.

E. W. McCartney, of the Canadian Shovel Co., of Hamilton, visited Montreal this week. Mr. McCartney reported business active with his company.

Paul R. Hanson, manager of the Montreal branch of the Canadian Rubber Co., has just returned from another successful trip to Toronto and points west.

Among the hardware merchants who visited Montreal during the week were Chas Milot, of St. Monique; Damase Lavallee, of St. Gabriel de Brandon and James McGowan, of St. Martine, Que.

The steamer Turbinia has arrived at Montreal on her way back from Cuba, where she has been making trips during the Winter. She will take a considerable quantity of Montreal freight to Toronto and Hamilton, sailing on Monday of next week.

D. Lorne McGibbon, managing director of the Canadian Rubber Co., Limited, was hastened home from his holidays in the Bermudas by the sad death of his brother R. D. McGibbon, K.C. The bereavement has elicited widespread sympathy in the leading social business and professional circles.

The Pedlar People, of Oshawa, have secured the sole agency for Canada of the Clinton electrically welded fabric for reinforced concrete. This product is described as ideal for the support of concrete and as a testimony to the up-to-date popularity of it, sole use of this fabric has been employed in the new steel sheds of the Montreal harbor.

Alex. Chalmers of the firm of James Chalmers & Son, Granby, Que., was in Montreal this week. Mr. Chalmers stated that he had wound up his business in Granby and was seeking new fields to conquer. He left for points in Saskatchewan, where he intends to investigate the possibilities for business ventures.

J. Craig, representing Lewis Bros., has succeeded to J. R. McMillan's territory in Western Ontario, and is now calling on the latter's friends in the trade. Mr. McMillan will assume control of G. B. Morris' stock in Guelph, the first of June, and he has the best wishes of Hardware and Metal in his undertaking.

The George Phillips Cut Glass & Cutlery Co., of Sheffield, Eng., have decided to open commodious premises in Montreal in the quarters now occupied by the L. H. Packard Co., McGill street. Mr. Phillips, head of the company, is widely known in Montreal where he resided for years. He recently purchased the business which will be carried on under his own name. This company has absorbed the Walker & Phillips Co. and the Crystal Cut Glass Co., of Montreal.

Ontario.

J. B. Hawkins, of Goderich, is selling out his hardware stock.

Jaspar Nicholson has opened up a new hardware store at Goderich.

J. L. Thompson, hardwareman, of Elmvale, spent a day or two in Toronto.

A. McEdward, St. Catharines, has sold his hardware business to Watt & Bate.

A new plumbing and heating business has been started in Berlin by Wm. Knell & Co.

McKinnon & Walker, formerly of Caledonia, have opened up a hardware store at Cobalt.

H. E. Ecklin, of Keewatin, has sold his stock of hardware to the Keewatin Hardware Co.

Adam Taylor, of the Taylor-Forbes Company, Limited, Guelph, was in Toronto on Thursday.

McNeil & Reader, Alvinston, blacksmiths and carriage manufacturers, have dissolved partnership.

Chadwick Bros., manufacturers of brass goods, Hamilton, have suffered small damage by fire.

Mr. Turnbull, of Turnbull & Howard, Brantford, called on hardware jobbers in Toronto on Thursday.

Arch. McFarlane, manufacturers' agent, Montreal, was a visitor in Toronto during the week.

John H. Bell, hardware dealer, of Mattawa, Ont., has opened up a branch hardware store at Cobalt.

B. Noble, of Smith Bros & Co., London, was in Toronto for a day or two during the past week.

F. O. Lewis, of Lewis Bros., Montreal, was a visitor in Toronto and an exhibitor at the Horse Show this week.

M. W. Doherty, manager of the Guelph Stove Co., will resign his position on the 1st of May to become general manager of the Sussex Manufacturing Co., Sussex, N.B.

F. J. Marshall, Orangeville, who has sold his hardware and furniture business to his nephews, Gillespie Bros., has been on a trip to New York. Mr. Marshall may locate in Western Canada.

C. E. Noble, Dundalk, spent a few days in Toronto last week, being a delegate to the convention of school trustees dealing with educational matters before the Ontario Government.

J. H. Warwick, plumber, 338 Wellesley street, Toronto, is laying in a stock of hardware, following the example of several other Toronto plumbers who are looking to hardware for the profit they are not getting in plumbing and steamfitting.

Oscar M. Hodson, Bolton, who recently disposed of his hardware, stove and plumbing business to Messrs. Smith & Schaefer, commenced work on Wednesday as organizer of the newly organized Retail Hardware and Stove Dealers' Association of Ontario.

Sylvester & Dougherty, hardware dealers, of Stouffville, have dissolved partnership. The business will be carried on by Sylvester Bros., a brother of the first named partner joining in the firm. Mr. Dougherty will centre his interest in the lumber business in New Ontario.

Western Canada.

Archie MacFarlane, manufacturers' agent, of Montreal, was in Winnipeg last week calling on the hardware trade.

The warehouse of the Prairie City Oil Co. was destroyed by fire last week.

The Canada Paint Company will make extensive additions this Summer to their Winnipeg warehouse on Point Douglas avenue in order to provide additional storage facilities.

Work was begun last week on the new Winnipeg warehouse of Marshall Wells & Co. The structure will have a frontage of 132 feet on Market street and a depth of 129 feet; it will be four storeys high and will cost, exclusive of the heating and plumbing, $110,000. It is to be completed by December 1 next.

Maritime Provinces.

T. McAvity & Sons, St. John, N.B., suffered slight damage by fire a few days ago, the loss being fully covered by insurance.

United States.

Albert Lucas, one of the trustees of the firm of John Lucas & Co., paint manufacturers, Philadelphia, died on April 10.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 74.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Antimony—Still scarce and the advance maintained.
Shovels—An advance of $1 a dozen, now $11.50.
Paris Green—Likely to be scarce. Arsenic advanced the cause.
Ingot Tin—Another advance. Soaring tendency sharp.
Zinc—Firmed up $6.75, firmly held.
Shellac Varnish—Advance maintained.
Pig Lead—Slight decline in price; $4.25 and $4.35 quotations.
Square Nuts—New lists have been issued.

TORONTO.

Nuts—New lists are out—same discounts.
Antimony—Prices have advanced 1½ cents.
Ingot Tin—Another 1c. jump upward has been made.
Shovels—An advance of $1 has been made on some lines.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 27, 1906.

Shovels are the feature this week. An advance took place of a dollar a dozen on plain shovels, making the quotations read $11.50 a dozen for Olds, Hills and Beaver. The shovel market is now well controlled by Canadian makers and the demand is keeping the big mills busy. The large wholesale hardware firms are alive with business and trade is increasing in shelf goods every day. At present there are many orders called "rush" awaiting shipment by steamers and owing to the rush of cargoes the boats are unable to supply all their patrons at the one time. Thus a number of orders have to wait their turn. However, navigation is now in fair running order and plenty of trade will be moving next week. It must be remembered that though shovels have advanced, the discount remains the same. The drop in shot, recorded last week, has been maintained and just now the ammunition trade is stirring slightly and may be expected to loom into a feature shortly.

Summer goods and cutlery continue to increase in demand.

AXES—Our prices are as follows: $7.60 to $9.50 per doz.; double bitt axes $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—We quote: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34 inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—We are quoting: $4.25 for cold blast.

RIVETS AND BURRS—Steady business continually increasing is the report. Quotations as follows: Best iron rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—No great trade is expected in this line until June and July. Business is still active, though, and sales are seasonable. We quote as follows: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b., Montreal.

MACHINE SCREWS—The recent advance has been well maintained, and we are still quoting the following discounts: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS — Satisfactory trade is reported. Demand fine and no change in prices. We are quoting as follows: ⅜ and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

HORSENAILS — Good demand. All grades selling well. Prices are still held as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Demand is only fair. Steadiness marks the trade generally. We quote $2.15 per keg f.o.b., Montreal.

CUT NAILS—Good trade. Plenty of demand, no feature noticeable. Price unchanged at $2.20 f.o.b., Montreal.

HORSESHOES—Large orders are the prevailing reports with market steady. Our quotations are as follows: P.B. new pattern, base price, $3.50 per 100 pounds; M. R. M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—Steadily increasing demand for fishing tackle, etc., also baseball equipments, cricket, etc. The ammunition is beginning to open up well and soon the greater demand will set in.

BUILDING PAPER—All lines are selling well and the demand seems to be increasing. Carpet felt is $55 per ton. Dry sheathing is now quoted at 35c., while tar sheathing is 45c.

CEMENT AND FIRE BRICK—Steadily increasing demand with every probability of it increasing. The American shortage is not discussed any more in the trade, but there is no doubt about higher prices being in sight. Customers in need of cement would do well to lay in a stock now while it is available at a reasonable price, as advances are promised by knowing ones. Fire brick is, of course, in excellent demand and the calls are numerous on the big firms here to meet it. We quote: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. "Lafarge" (non-staining) in wood $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21; American, $30 to $35; White Bros.' Eng. cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—We quote the following: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—This continues to be one of the active lines of the present market. Our prices remain as follows: American Twin, 2 qt. $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—Orders continue to be very numerous and extend over a large territory The price remains $1.45 per hundred sq. ft.

BINDER TWINE—Conditions are unchanged, and we are still unable to give prices.

RAW FURS—Prices to dealers are as follows:

		No. 1.	No. 2.	No. 3.	No. 4
Bear	Black	$12 00	$8 00	$4 00	$1 00
"	Yearlings	7 00	5 00	2 00	0 30
Fisher		7 00	6 00	5 00	....
Fox	Red	3 00	2 25	1 00	0 20
"	Cross	5 00	4 00	2 00	0 50
Lynx		7 00	5 00	4 00	....
Marten	Dark	10 00	5 00	2 0	0 50
"	Pale	6 00	3 00	1 25	0 50
Mink	Dark	6 00	4 00	1 50	0 50
"	Pale	3 25	2 50	1 50	....
Muskrat	Spring	0 25	0 18	0 15	0 03
Raccoon		1 50	1 00	0 50	0 20
Skunk		1 75	1 50	0 75	0 45
Weasel	White, 35 to 50c. for prime skins.				
Wolf	Timber	3 00	....	....	....
"	Prairie	1 25 to 1 50	0 75	0 35	....
Wolverine		5 00 to 6 00			

A stove foundry is contemplated to extend the Osgood business, Galt.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto April 27, 1906.

An advance of one dollar has been made on shovels, making quotations $11.50 for Olds, Hills and Beaver. Discount remains the same. This brings shovels back in price to where they were some time ago.

Some minor changes have been made in small and medium size bolts and nuts. New lists are out, but the discount remains the same.

An active demand has been experienced for building paper since the reduction in price some time ago. All lines are now having heavy sales.

Cement remains the same in price, although the demand is getting to be very heavy. If the present rate of consumption keeps up it is not unlikely that there will be a shortage of Portland before the building season closes.

Sporting goods are particularly active in all Summer lines. Despite the mild Winter some good size orders have been booked for skates for next season, on account of a rebate being given for certain sized orders. These terms expire May 1. Hockey sticks are also selling well.

AXES AND HANDLES—Orders are being booked now for future delivery, although present business is quiet.

CUTLERY AND SILVERWARE—These lines are showing an increased activity both in present business and in booked orders.

SPORTING GOODS—Summer goods are very active just now and large orders are being taken for hockey sticks for next season.

WASHING MACHINES— Trade is fairly active at present.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent. off.

POULTRY NETTING — A large amount of business continues to be done in netting.

GALVANIZED WIRE— We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE—An active demand is experienced. Prices remain the same. We quote: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The usual large volume of business is being done. Prices are being cut some.

CUT NAILS—This line also shows greater sales.

HORSENAILS—Business shows an improvement now that the weather has become dry. No price changes.

HORSE SHOES—The Spring has ushered in a good trade. Market firm. We still quote: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7.00. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

SADDLERY—The usual amount of business is being done.

RIVETS AND BURRS—Prices remain the same with an active business.

SCREWS—Business in screws continues good and a large amount is going forward.

BOLTS AND NUTS—Some small changes have been made in the price of small and medium size nuts. Discounts remain the same.

CORDAGE—We now quote as follows: On binder twine, 500 feet, 10c. lb:; 550 feet, 11c. lb.; 600 feet, 12c. lb.; 650 feet, 13 1-4c. lb. Golden Crown, 500 feet, 9 3-4c. lb. On Gold Medal Brand (imported), 600 feet, 12 1-4c.; 650 feet, 13 1-4c. Discount for car lots: Manila, 15c.; British manila, 11 1-2c.; sisal, 10 1-2c.; double lathyarn, 10 1-2c.; single lathyarn, 10c.; sashcord, "Hercules," 30c. to 32c.; "Star," 36c.; cotton twine, 3-ply, 24c.; 4-ply, 29c.; calking cotton, 16 1-2 to 17c.; cotton waste, colored, 6 3-4c.; white, 9c.

CEMENT—Cement continues to be called for in large quantities, and fears are entertained in some quarters that a shortage will be felt before the end of the season. Prices remain the same. We are quoting as follows: For carload orders, f.o.b., Toronto, Canadian Portland, $2.00. For smaller orders ex. warehouse, Canadian Portland, $2.15 upwards.

FIRE BRICK — There are no changes to record. English and Scotch firebrick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27 1-2c. to 35c.

BUILDING PAPER—An increasing demand has been felt for building paper since the reduction a short time ago. There are no further changes.

HIDES—The supply continues light with prices unchanged. The 14c. tug-of-war between holders and tanners last week in Chicago ended in victory for the men with the hides. Nevertheless buyers here say there will be no further advance. For fur skins buyers are offering more for dark mink, muskrat and skunk.

Hides, inspected, steers, No. 1		0 11
" " " No. 2		0 10
" " cows, No. 1		0 10½
" " " No. 2		0 09½
Country hides, green flat, per lb.		0 0[illegible]
Calf skins, No. 1, city		0 14
" " No. 1, country		0 13
Dekins	0 75	0 85
Sheep skins	1 45	1 65
Horse hides, No. 1	3 15	3 55
Rendered tallow, per lb.	0 04½	0 04
Pulled wools, super, per lb.	0 22	0 24
" " extra "	0 24	0 25
Wool, unwashed fleece	0 16	0 17

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 27, 1906.

Again antimony holds the interest. Some dealers are quoting another cent advance and others maintain the 22½ cents. At any rate no fresh news has been received that would loosen the congestion of the market and the scarcity is reported to be even worse than at first. Babbit makers are now in the position of being compelled to arrange prices and discounts differently. One of the largest makers of babbit have withdrawn their discount which was running in their advertisement.

Ingot tin has advanced again and is now quoted at 43 to 43½ cents, and the tendency is towards still higher things. Pig lead has dropped to $4.25 and $4.35. This is partly due to the Summer freight rates, which in a line like this have something to do always with the price. Zinc has firmed up and is firmly held at $6.75. Tin plates have a higher tendency and while quotations seem to be the same, higher prices are expected.

CANADA PLATES—Trade is good and the demand has increased over last week. We are still quoting as follows: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75; galvanized, 52's, $4.10; 60's, $4.35.

COPPER—Firmness rules and an advance is expected any day. Scarcity seems to be the report at every hand. We still quote: Ingot copper, 20½c. to 21c.; sheet copper, base size, 25c.

INGOT TIN—Jobbers are dealing with all orders on their merits as heretofore, and an advance has been made to 43 and 43½ cents.

PIG LEAD—Market easier and prices have dropped. We quote $4.25 and $4.35 per hundred pounds.

PIG IRON—Quotations are still for orders from stock. Inquiries are fair. We quote:

"Dom.," No. 1	$19.50 to $20.00	delivered	Montreal.
Usual difference in price for ower grades			
Ferrona No. 1	$19 50	delivered	Montreal.
" No. 2	19.00	"	"
" No. 3	18.50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	24.00	"	"
" (special)	23.00	"	"
" No. 3 (soft)	22 75	"	"
Summerlee No. 1	25.00	"	"
Clarence No. 1	20.00	"	"
" No. 3	19 50	"	"

BOILER TUBES—Our prices: British and American tubes, 1¼ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15½c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to

20c.; "Air Hardening," 65c. per lb.; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.

MERCHANT STEEL — We are still quoting as follows: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.17½ and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices are as follows: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—Ruling prices are as follows: Queen's Head, 28 gauge, $4.35; 26 gauge, $4.10; 22 to 24 gauge $3.85; 16 to 20 gauge, $3.60; Apollo, 28 gauge, $4.20; 26 gauge, $3.95; 22 and 24 gauge, $3.70; 16 to 20 gauge, $3.65; 22 to 24 gauge, $3.70; 16 to 20 gauge, $3.45; Comet, 28 gauge, $4.15 to $4.45; 26 gauge, $3.90; 22 and 24 gauge, $3.60; 16 to 20 gauge, $3.45; Bell brand, 28 gauge, $4.30 to $4.35; Fleur-de-Lis, 28 gauge, $4.20; 26 gauge, $3.95; 22 and 24 gauge, $3.70; 16 to 20 gauge, $3.65; 22 to 24 gauge, $3.70; 16 to 20 gauge, $3.45; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; in less than case lots, 25c. extra.

BLACK SHEETS—Our prices remain as follows: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

ANTIMONY—None till July is the report current. We quote 22 and 22½ cents.

TIN PLATES—Some noticeable advances made by dealers last week have been maintained, but the trade generally while active is unchanged. The following prices are still obtainable: Cokes, base size, 1C 14 x 20, $4; charcoal base size, 1C 14 x 20, $4.25.

TERNE PLATES—Dealers are again quoting quite generally $6.85.

INGOT ZINC—The market is quiet. Very little is being sold, and prices remain 6¾c. to 7c.

SHEET ZINC—We still quote: $7.50 in casks, $7.75 in less than casks.

SHEET LEAD—Our prices: 2½ lbs., 5½c. by the roll; 3 lbs. and heavier, 5¼c. by the roll; small quantities 25c. per hundred lbs. extra.

BAR IRON—Local jobbers are still quoting $2.05 f.o.b. Montreal.

OLD MATERIAL — Our quotations are as follows: Copper wire, 15c.; light copper, 14c.; heavy red brass, 13½c.; yellow brass, 10c.; light brass, 7½c.; lead, 3¼c.; zinc, 4c.; machinery cast scrap, $13.50; wrought scrap, $12; stove plate scrap, $11; mixed rags, 90c. to $1 per 100 lbs.; old rubbers, 7½c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 27, 1906.

Again we have to report higher prices for antimony and ingot tin. Ingot tin has moved up another cent and is now at 42 cents, just ten cents higher than our quotations of a year ago. So far the high price of ingots has not affected the tin plate figures as the stocks of the latter have been bought at the lower prices ruling last Fall. If the shortage in the supply available continues through the Summer, plates must go up, however. The tin market is very firm with considerable trade doing.

Antimony has made the remarkable jump of 1½ cents per pound, last week's prediction that the price would likely go over £100 in England having been realized. The ruling price in Toronto to-day is 23½ cents as compared with 9 to 9½ cents a year ago, the price having nearly tripled in twelve months. It is evident that the end of the upward move has not yet been reached and some expect to see the price reach 25 cents before any weakening materializes. Solder and babbit metal are both feeling the strength in tin and antimony.

Sheet metals are beginning to move more freely with the general opening of navigation and fine Spring weather.

PIG IRON—Demand continues active with prices firm. An order for 1,000 tons placed this week could not be secured before July delivery.

Middlesboro, f.o.b., Toronto	$21 50	$22 50
Hamilton, No. 1, at furnace		21 00
" No. 2, "		20 50
Midland, No 1, "		21 00
" No. 2, "		20 50
Radnor, at furnace		30 00
Londonderry, f.o.b. Toronto, No. 1		22 00
" " No. 2		21 50

BAR IRON — The market is quite strong and the ruling price continues at $2.15 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Still higher is the report, and prices are moved up another cent. For large lots we now quote 42c. per pound.

TIN PLATES—Demand is increasing with prices firm but unchanged.

GALVANIZED SHEETS—Prices are unchanged and a good demand exists.

BRASS——The market is firm and prices steady. Buying is fairly active and quotations 23c to 24c. per pound.

BOILER PLATES AND TUBES—The demand is steady and we continue to quote: Plates, per 100 lbs., $2.20; heads, per 100 lbs., $2.45; tubes, per 100 feet, 1 1-2 inch, $8.50; 2, $8.70; 2 1-2, $10.50; 3, $11.80; 3 1-2, $15.80; 4, $20.00. Terms, 2 per cent. off.

LEAD—The market continues to fluctuate, but we still quote: Canadian pig lead at $4.40 and English pig at $4.65 per 100 lbs., with bar lead at $5 per 100 lbs.

ZINC SPELTER—Business is increasing and prices are quite firm. We still quote as follows: 7 1-4c. per lb. for foreign and 5 1-2 to 5 3-4c. per lb. for domestic.

COPPER— The tendency is upward and prices are held strongly. We still quote: Ingot copper, $20 per 100 lbs. and sheet copper, $25 per 100 lbs.

ANTIMONY—This metal is still soaring and another advance has been made, we now quoting 23½c. per pound.

OLD MATERIAL—The demand is particularly good now in all lines, and prices will not drop much for another month. Dealers' buying prices continue as follows: Heavy copper and wire, 15 1-2c. per lb.; light copper, 13 3-4c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8 1-2c. per lb.; tea lead, $3 per 100 lbs.; heavy lead, $3.25 per 100 lbs.; scrap zinc, 4c. per lb.; iron, No. 1 wrought, $10 to $10.50, No. 2 wrought $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel, $5; old rubbers, 7 1-4c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—Until the coal strike is over no settled prices can be quoted. We quote nominally:

Anthracite in cars at bridges, egg, stove and nut, $5.50; grate, $5.25; pea, $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; 3-4 inch, $1.40; run of mine, $1.30; nut, $1.25; N.P. and S., $1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1 1--4 inch, $2.60; 3-4 inch, $2.50; mine run, $2.40; slack, $2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

UNITED STATES METAL MARKETS.

Advance proofs furnished HARDWARE AND METAL by The Iron Trade Review, Cleveland, April 26, 1906.

The probable demand for structural material which will result from the earthquake and fire at San Francisco has been the leading topic of discussion in the trade during the past week. Very few of the large skyscrapers require more than 3,000 to 4,000 tons of structural steel, and many buildings could be erected without involving a tonnage very large in comparison with the product of the country. It is recalled that the business following the Baltimore fire was distinctly disappointing, although the buying resulting from that disaster has not yet ended. Accurate testimony concerning the effects of the fire and earthquake on buildings of steel construction is lacking, but all the information obtainable furnishes strong evidence of the superiority of these buildings, which apparently withstood the shocks without great damage and suffered less severely than other buildings from the fire.

Reports from nearly all centres indicate more activity in the pig iron market. This is particularly true in New York, where, however, buyers show a disposition to be conervative about placing orders for delivery during the second half of the year. One more furnace has been banked in Pennsylvania on account of the strike of the anthracite miners, and it is expected that others will soon be compelled to do likewise. The lowest prices for northern irons are apparently being made by Ohio furnaces, some of which have sold as low as $16 at the plants.

During the period in which the concession of $2 per ton was allowed to implement manufacturers on steel bars, it is estimated that about 200,000 tons were sold. Bar iron and steel bars are now

very nearly the same price, $30 Pittsburg.

The demand for structural material is stronger. A number of railroads have placed large sized orders for bridges and a heavy buying movement for new York is expected at an early date. Inquiries are now pending for 25,000 steel cars which will require a very large tonnage of plates. Boiler makers and other smaller consumers of plates are buying in increased quantities. The sheet market shows improvement in most places, and reports of shading of quotations are not confirmed. The tin plate market also shows improvement. Specifications of wire products are very heavy, and while new business is not strong in some centres, it is heavier than usual at this time of the year. The demand for merchant pipe is satisfactory, and the requirements in the rebuilding of San Francisco are expected to be heavy.

The demand for crude steel is greater than the supply. Forging billets are very scarce and quoted at $35 Chicago. Wire rods are very difficult to obtain. The scarcity of sheet bars has necessitated the closing of several plants of the American Sheet & Tin Plate Co.

Old material shows some little improvement in the east, but it is still stagnant in the central west.

The quarterly report of the steel corporation reflects the very prosperous condition of business during the period which it covers.

U. S. IRON AND STEEL MARKETS.

From the Iron Age, April 26, 1906.

The San Francisco disaster has had a rather disturbing effect upon the broader minded leaders of the iron industry who are concerned chiefly with its influence upon the general financial situation. The splendid vindication of the modern steel cage construction is exceedingly gratifying, but some very erroneous and exaggerated statements have gained currency as to the tonnage of shapes which will be required at once. Data collected by the highest authority show that up to date from the time of the fire, Baltimore used 30,000 tons of steel for the reconstruction of its burned area. It always takes time to rebuild, and the somewhat hysterical fears that the mills of this country, busy as they are now, could not cover the demand, are utterly unjustified. The quantity will not be large, relatively speaking, and the deliveries needed will be spread over so long a time that the work will make only a passing impression upon the structural mills. Those who believe that the Pacific coast disaster will mean a boom to the steel industry are as much mistaken as are those who hold that our own works cannot take care of the business as and when offered.

The event of the week has been the announcement just made by the United States Steel Corporation, the Lackawanna Steel Company and the Pennsylvania Steel Company that they have opened their books for orders for steel rails on the basis of $28 at mill. We are not advised whether the other rail mills will pursue the same course.

Officials of the United States Steel Corporation have authorized the following statement: The subsidiary companies of the United States Steel Corporation have been considering the question of prices for standard rails for 1907. The orders already booked are sufficient to keep the mills fully employed to the end of 1906 or later, and many of the railroad companies are desirous of placing orders for next year. The demand is so great that it has been suggested the price can be advanced, and there are some good reasons in favor of an increase. Although it is believed the rails which are now being produced by the rail makers generally of this country are the best in the world, both as to composition and method of manufacture, still it is felt the price of $28 per ton is a fair price under existing conditions, and that is the price fixed for 1907 by the companies above referred to.

The pig iron markets are in a somewhat puzzling condition, due partly to the fact that influences bearing upon them vary in different parts of the country and in different branches of the industry. Steel making irons are generally firm. In the Central West a sale of 20,000 tons of Bessemer has been made for an eastern works. In the Chicago district the malleable foundries are in the market to cover their contracts with the implement makers, the tonnage in sight being 20,000 tons. Car builders there, too, have been buying, and steel foundries are in the market for basic pig. In the east a leading interest is feeling the market for a large block of basic pig for the third quarter.

LONDON METAL MARKETS.

From Metal Market Report, April 25, 1906.

PIG IRON—Cleveland warrants are quoted at 50s. 4½d., and Glasgow standard warrants at 50s. 3d., making prices as compared with last week 2s. 1½d. higher for Cleveland warrants and 2s. 1d. higher for standard warrants.

TIN—Spot tin opened strong at £181 5s., futures at £179, and after sales of 250 tons of spot and 750 tons of futures closed strong at £181 15s. for spot, £179 for futures, making price compared with last week £4 10s. higher on spot, and £5 higher on futures.

COPPER—Spot copper opened strong at £85 5s., futures £83 15s., and after sales of 200 tons of spot and 900 tons of futures, closed strong at £85 10s. for spot, and £84 for futures, making price as compared with last week 10s. lower on spot and £2 lower on futures.

SPELTER—The market closed at £26 12s. 6d., making price as compared with last week 17s. 6d. higher.

LEAD—The market closed at £16, making price as compared with last week 1s. 3d. higher.

Nova Scotia Trade News.

Halifax, N.S., April 25, 1906.

Jobbers report the hardware trade excellent. The Spring orders coming in are very large, the sales being general. Small steamers and coasting vessels plying between ports on the coast and Halifax are carrying large cargoes, the buyers getting much lower freight rates than by rail. There has been a drop of 5c. in dry sheathing, it being now quoted at 35c. Tarred sheathing has also dropped 5c., it selling at 45c. There is a discount of 10c. to the trade on these prices. Lead shot has declined 5c. and it is now quoted at $1.56 per bag. Metals are steady. Sales of rope are heavy, pure Manila being quoted at 15c. and British at 11 1-2c. Oils and paints are finding a very ready sale. The price of the T. S. Simms & Co's brushes has been fixed by the trade at 66 2-3 per cent. off. There is a big sale for galvanized poultry netting, prices being as follows: 24 inches wide, 2-inch mesh, 19 gauge, per roll of 50 yards, $1.45; 30-inch, $1.65; 36-inch, $2.20; 48-inch, $2.95; 60-inch, $3.70; 72-inch, $4.40. Green wire netting is quoted at $1.55 per 100 square feet.

* * *

Excellent progress is being made on the construction work being done at the various points by the Dominion Coal Co. At Reserve Colliery work on the new emery seam is gradually showing up and this seam is rapidly becoming a factor in the general output from Reserve. The new shaft to the emery seam, which has an area of 24 x 28 feet, is down nearly 50 feet. There is still over 120 feet yet to be excavated before the shaft will be completed. The opening of this seam means much to Reserve, insuring, as it does, steady employment for hundreds of workmen for years to come. There are now about 100 men employed at the colliery and this number will be increased as the work advances. The average daily output of coal from Reserve now is about 300 tons. It is expected that within a few weeks the output at Reserve will be much greater than at present.

* * *

Messrs. Embree & Thompson, of Oxford, have closed their season's lumber business at Debert. Their cut amounts to 700,000 feet. C. O. Black, also of Oxford, has had a very successful year in the lumber business, and has had a cut of about four million feet.

The announcement is made that S. E. Thomas, colliery manager of the Cape Breton Coal, Iron & Railway Co., has resigned.

* * *

The city Board of Works Department has just opened tenders for supplies for the coming civic year. All the tenders are made on a schedule, and all the prices have to be made up in order to decide which is the most favorable. The tenders for hardware are always very close. The firms tendering this year are H. H. Fuller & Co., G. E. Smith & Co., and Stairs, Son & Morrow. Hillis & Son and Douglas & Co. have tendered for special castings. Stairs, Son & Morrow and the Acadia Powder Co. have tendered for explosives. The tenders for cement are from A. M. Bell & Co., Stairs, Son & Morrow, Hyde & Webster (Montreal), Eastern Portland Cement Co., Rhodes, Curry & Co., James Fraser, the Sydney Cement Co. and Brookfield Bros. The figures and the awarding of the tenders will not be made public until the council meets.

Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, April 26, 1906.)

Office of HARDWARE AND METAL
Room 511, Union Bank Building,
Winnipeg, Man.

FLUCTUATIONS—
White lead advanced 25c. per cwt.
Shot reduced 25c. per cwt.
Crowbars reduced ½c. per lb.

Spring trade continues very active and the market is without any features of special interest. Except for the trifling changes noted above prices continue as last week.

SCREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows:

Cold blast lanterns	$5 25	per doz.
Coppered cold blast lanterns	7 25	"
Cold blast dash "	7 75	"
Lift Lanterns	4 25	"

BLUESTONE—Selling well at $6.25 to $6.50 per cwt.

WIRE—Prices are steady. We quote:

Barbed wire, 100 lb					$2 90
Plain galvanized, 6 to 8	$3 39	9	$2 50		2 90
" " 10	3 50	12			3 10
" " 13	3 20	14			3 90
" " 15	4 45	16			4 60
Plain twist					3 00
Staples					3 50
Oiled annealed wire, 10	$2 96	11			$3 02
" " 12	3 10	13			3 20
" " 14	3 30	15			3 45

Annealed wires (unoiled) 10c. less.

HORSESHOES—Quotations are as follows:

Horseshoes, iron, No. 0 to No 1	$4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 65
Steel, No. 0 to No. 1	5 00
No. 2 and larger	4 75

HORSENAILS—Revised list and discounts are now as follows:

	per lb.		per lb.
No. 10	$0 20	No. 6	$0 28
" 9	0 22	" 5	0 32
" 8	0 24	" 4	0 40
" 7	0 26		

Discounts are quoted as follows: "C" brand, 40, 10 and 7 1-2 per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows:

Pressed spikes, ¼ x 5 and 6	$4 60
" " 5-6 x 5, 6 and 7	4 25
" " ⅜ x 6, 7 and 8	4 10
" " 7-16 x 7 and 9	4 00
" " ½ x 8, 9, 10 and 12	3 90
" " ⅝ x 10 and 12	3 75

SCREWS—Discounts are as follows:

Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.

NUTS AND BOLTS—Discounts are unchanged and continue as follows:

Bolts, carriage, ⅜ or smaller	60 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	55 and 5 p.c.
" 7-16 and over	55 p.c.
Bolts, tire	65 p.c.
Bolt ends	55 p.c.
Sleigh shoe bolts	65 and 10 p.c.
Machine screws	70 p.c.
Plough bolts	55 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "

RIVETS—Quoted now as follows:

Rivets, iron	60 and 10 p.c.
Copper, No. 8	34½
" No. 12	40

COIL CHAIN—Unchanged in price. We quote:

Coil chain—

3-16 inch	$5 25	¼ inch	$7 20
5-16 inch	5 20	⅜ inch	4 60
7-16 inch	4 45	½ inch	4 30
⅝ inch	4 10	¾ inch	4 00

SHOVELS—Discounts on spades and shovels continue 40 and 5 per cent.

HARVEST TOOLS—Discounts are now 60 and 5 per cent.

AXE HANDLES—Quoted as follows:

Axe handles, turned, s.g. hickory, doz			$3 15
No. 1	1 90	No. 2	1 60
Octagon extra.	2 30	No. 1	1 60

AXES—Prices quoted as follows:

Bench axes, discount off list	40 p.c.
Broad " " "	25 p.c.
Royal Oak, per doz	$ 6.25
Maple Leaf, "	8.25
Model "	8.50
Black Prince "	7.25
Black Diamond "	9.25
Standard Flint Edge, per doz	8.75
Copper King, per doz	9.00
Columbian, "	10.75
Handled axes, North Star, per doz	7.75
" " Black Prince, per doz	9.25
" " Standard Flint Edge, per doz	10.50
" " Copper King, per doz	11.00

BUTTS—The discount on wrought iron butts is 70 per cent.

CHURNS—The discounts from list prices are 45 and 5 per cent.

CHISELS—Quoted at 70 per cent. off list prices.

AUGER BITS—The list on "Irwin" auger bits has been changed and it is now the same as the list on common auger bits. There has been no change in the discount. Discount, 70 per cent.

BLOCKS—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

FITTINGS—Discounts continue as follows:

Wrought couplings	60 p.c.
Nipples	65 and 10 p.c.
T's and elbows	10 p.c.
Malleable bushings	50 p.c.
Malleable unions	55 p.c.

GRINDSTONES—The price is now 1 3-4c. per lb.

FORK HANDLES—The discount is 40 per cent. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 per cent. off list prices.

HOOKS—Prices are quoted as follows:

Brush hooks, heavy, per doz	$8.75
Grass " per doz	1.70

STOVE PIPES—The price has declined and quotations are now as follows:

6-inch, per 100 feet length	8 50
7-inch, " "	9 25

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 per cent.

WASHERS—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

WRINGERS—As noted last week the price has been advanced $3 per dozen. We quote:

Royal Canadian, per doz	$33.00
R. B., per doz	37.75

FILES—Discounts are quoted as follows:

"Arcade"	75 p.c.
"Black Diamond"	60 p.c.
"Nicholson's"	62½ p.c.

BUILDING PAPER—Prices are as follows:

Plain.		Tarred.	
Joliette	40c.	Joliette	65c.
Cyclone	55c.	Cyclone	80c.
Anchor	55c.	Anchor	65c.
Pure fibre	60c.	Pure fibre	80c.

TINWARE, ETC.—Quoted as follows:

Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	30 p.c.
Japanned ware	37½ p.c.
Enamelled ware, Famous	50 p.c.
" Imperial	50 and 10 p.c.
" " (one coat)	60 p.c.
" Premier	50 p.c.
" Colonial	50 and 10 p.c.
" Royal	60 p.c.
" Victoria	45 p.c.
" White	45 p.c.
" Diamond	50 p.c.
" Granite	60 p.c.

CORDAGE—Quotations are as follows:

Rope, sisal, 7-16 and larger, basis	11 25
Manila, 7-16 and larger, basis	15 75
Lathyarn	11 25
Cotton rope, per lb	00 21

SOLDER—Quotations now at 24c. per lb. with concessions for large quantities.

VISES—Prices are quoted as follows:

"Peter Wright," 30 to 34	14½c. per lb.
" " 35 to 39	14c. "
" " 40 and larger	13½c. "

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Price has been reduced ½c. per lb. Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Shot has been reduced 25c. per cwt. Quotations are as follows:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol	30 p.c.
" military	20 p.c.
Ammunition, cartridges, American R.F.	33⅓ p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Dominion Eley's and Kynoch's soft, 12 gauge.	
black	16 50
chilled, 12 gauge	17 50
soft, 10 gauge	19 50
chilled, 10 gauge	20 50
Shot, Ordinary, per 100 lb	7 00
Chilled	7 50
Powder, F.F., keg, Hamilton	4 75
F.F.G., Dupont's	5 00

RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

MUNRO WIRE WORKS, Limited
NEW GLASGOW, N.S., AND WINNIPEG, MAN.

PAINT SPECIALTIES

Are money makers and should not be overlooked when stocking up. We carry a large assortment in neat and attractive tins.

SAMPLES AND PRICES ON APPLICATION

THE WINNIPEG PAINT AND GLASS CO., LIMITED
Warehouses—CALGARY, EDMONTON *WINNIPEG*

We Manufacture in Winnipeg:

Metal Shingles, Sidings and Ceilings, Corrugated and Plain Round Conductor and Eavetroughs in 10 ft. lengths, Metal Windows, Cornices, Skylights.

WINNIPEG CEILING & ROOFING CO., - - Foot Scott St., Fort Rouge
TELEPHONE 2845

PILKINGTON BROS., LIMITED
(WORKS: ST. HELENS, ENGLAND)

BRITISH PLATE AND WINDOW GLASS

ALSO

Wired Rolled — Wired Polished Plate — Prismatic Glass
Figured, Rolled and Cathedral — Rolled Glass
Muffled, Obscured and Enamelled Glass — Plain and Bevelled Mirrors, etc.

Prices on application. FULL STOCK IN OUR WINNIPEG WAREHOUSE.
OFFICE AND WAREHOUSE: 157 MARKET ST., - - - **WINNIPEG, MAN.**
P.O. Box 164. Telephone 3271.
Also Montreal, Toronto and Vancouver

IRONSIDE FOR IRON

OUR SPECIALTIES ARE BRITISH AND FOREIGN **IRON, STEEL, METALS, BARS, PLATES, SHEETS, BOLTS and NUTS, TIN PLATES, Etc.**

Sole Licensees for **PAGE'S PATENT WIRE STRETCHER,** and we are willing to sell the right of manufacture in Canada on a Royalty basis.

IRONSIDE'S PATENT WIRE CUTTERS, guaranteed to cut any wire

We publish a "Canadian Metal Price List" monthly. Quotations in Dollars and Cents. (C.I.F.) We will send this, and our "Weekly Market Report" on receipt of address.

IRONSIDE SON & DYCKERHOFF 16 Water Lane Gt. Tower St., E.C. **LONDON, ENG.**

Sole Agent for Canada: MR. SYDNEY HACKETT, 233 St. James St. Montreal.

Glaziers' Sundries!

Send us your orders when in a hurry and mark **"RUSH"!** for any of the following:

Putty in bladders
Putty in bulk
Glaziers' Diamonds
Red Devil Glass Cutters
Glaziers' Rules
Cutting Boards
Glaziers' Points
Point Driving Machines
Putty Knives, all styles

Complete stock for immediate shipment from either Winnipeg or Calgary. All orders shipped same day as received.

G. F. STEPHENS & CO. LIMITED
PAINT AND COLOR MAKERS
WINNIPEG and CALGARY

IRON AND STEEL—We quote:

Bar iron (basis)	2 70
Swedish iron (basis)	4 75
Sleigh shoe steel	2 75
Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	9 50
Jessop	13 00

SHEET ZINC—The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The price is steady at the recent advance to $5.00 per cwt. for small lots with a reduction of 25c. per cwt. on ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are:

Black, ¼ inch	2 45	Black 1 inch	5 75
" ⅜ "	2 85	" 1¼ "	7 85
" ½ "	3 15	" 1½ "	9 40
" ¾ "	4 00	" 2 "	12 90

GALVANIZED IRON — Quotations are:

Apollo, 16 gauge	3 90
18 and 20 gauge	4 10
22 and 24 gauge	4 45
26 gauge	4 40
28 gauge	4 65
30 gauge or 10¾ oz	4 95
Queen's Head, 24 gauge	4 65
26 gauge	4 65
28 "	4 90

TIN PLATES—We now quote as follows:

Tinplate, IC charcoal,	20 x 28, box		9 50
" IX	"		11 50
" XXI	"		13 50

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote:

Canada plate, 18 x 21, 18 x 24	3 15
Canada plate, 20 x 28	3 40
Canada plate, full polished	3 90

BLACK SHEETS—Prices are:

Black Sheets, 10 to 16 gauge, 100 lb	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

PETROLEUM AND GASOLINE—Prices are steady. We quote:

Silver Star, per gal	21½c.
Sunlight "	22½c.
Eocene "	24½c.
Pennoline "	25½c.
Crystal Spray "	24½c.
Silver Light	22½c.
Gasoline, 70-72 (Engine)	25½c.

(In barrels f.o.b. Winnipeg.)

PAINTS, OILS AND TURPENTINE—White lead has been advanced 25 cents per cwt. Quotations are now as follows:

White lead (pure)	$6 75
Bladder putty, in bbls	0 02½
" " in kegs	0 02¾
Turpentine, pure, in barrels	1 07
Less than barrel lots	1 12
Linseed oil, raw	0 66
Boiled	0 69

WINDOW GLASS—We quote:

16-oz. O.G., single, in 50-ft. boxes—

16 to 25 united inches	$2.25
26 to 40 "	2.40

16-oz. O.G., single, in 100-ft. cases—

16 to 25 united inches	4.00
26 to 40 "	4.52
41 to 50 "	4.75
51 to 60 "	5.25
61 to 70 "	5.75

21-oz. C.S., double, in 100-ft. cases—

26 to 40 united inches	7.35
41 to 50 "	8.40
51 to 60 "	9.45
61 to 70 "	10.50
71 to 80 "	11.55
81 to 85 "	12.60
86 to 90 "	14.75
16 to 95 "	17.30
90 to 100 "	

New Brunswick Trade News

St. John, April 22.

Little worthy of remark has occurred in provincial hardware circles of late. One can still record firm prices and speak of probable further advances; one can tell of fair trade conditions; with that there is little else to which to refer. In St. John attention was centred last week on the civic elections. As a result of these elections one member of the ranks of hardwaremen, Mr. A. M. Rowan, sits at the board of aldermen for the first time. Ald. Lewis, of Lewis & Son, machinists, and Ald. McGoldrich, the well known metal dealer, were re-elected. Ald. McGoldrich was unopposed while Ald. Lewis won out after quite a strenuous fight. Ald. Sproul, a prominent contractor and builder, also came out of the contest with triumphant colors. One of his opponents, Mr. R. J. Green, is also a contractor. In several of the wards the contests were exciting; in others they were very tame. It may be noted that in some quarters one of our local manufacturing concerns was credited with exerting strong influence on behalf of a certain candidate, who, by the way, was successful in his race for civic honors.

Apparently it will soon cost more than at present to have one's laundry work done, for wringers are climbing higher in the price scale. In the majority of cases the advance to date has been about $3 per dozen. In one case, or perhaps two cases, however, the increase has been quite a bit more than the figure just given. Advancing wages, advancing cost of rubber, are named as the two chief causes of the raising of the prices.

Black sheet iron is a commodity that seems to be billed for another jump skyward. In February last the price asked for this article was advanced. Since then the quotations have been steady. Now, however, there is a feeling that another advance will be made shortly.

White lead is standing firm in price. In the near future quotations will probably go up again. One reason for this probability is the continued scarceness of the white lead. Activity in building operations must inevitably send the price up.

Shelf hardware is showing a bit firmer. It has already been advanced somewhat in price.

Cordage prices are firm. The demand is active.

Pig lead continues firm. Cement is firm. Tin plate prices have evidently not reached their top notch yet.

G. F. Hawkhurst, the north end carriage repairer, has, it is understood, left for the west. At all events creditors are seeking to learn of his whereabouts.

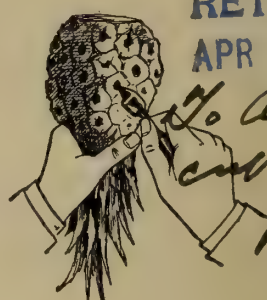
A. B. Petrie, of Hamilton, was recently in St. John. His son, T. S. Petrie, is provincial manager for the Petrie Manufacturing Company. The company is doing a large business through the country.

J. H. Russell, well known as the inventor of the Russell snow plow, died here on Saturday last.

YAWMAN PINEAPPLE EYER.

The Yawman & Knapp Mfg. Company, Rochester, N.Y., represented by the Bridgeport Wire Goods Company, 82 West Broadway, New York, is introducing the Yawman pineapple eyer, shown in the accompanying illustration. It is designed for quickly and effectively removing the eyes from a peeled pineapple, without unnecessarily wasting the pulp. It is made of hardened steel, polished and nickeled and fitted with a white birch wood handle. The two cutting edges can be kept sharp by touching them up occasionally with a file or whetstone. The shape of the cutting member is such that only a certain amount of the fruit can be dug out, so that skill is not a factor in the operation. The eyers retail at 25 cents each and are attractively displayed on an easel card containing one dozen for exhibit in the store.

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Yawman Pineapple Eyer.

PROMPT SHIPMENT OF GOODS.

Hibbard, Spencer, Bartlett & Co., Chicago, in November made a record shipment of an order for a complete stock. One of the company's salesmen brought a customer from the Northwest, whose store and stock had previously been destroyed by fire, to the Chicago store. A stock order of 70 pages was sold, requiring constant work for a period of two days. The order was filled and packed while the salesman was selling it. As soon as a certain line of goods was decided upon the order was taken to the packing and shipping department, where the goods were immediately prepared for shipment. The customer finished buying at 12 o'clock noon Thursday, November 23, and the bill was shipped on the company's lighter at 3.50 that afternoon, and loaded in a car and sealed at 4.45 the same day. This order was therefore sold, filled, packed and shipped in 48 hours. There were only three items short on the entire bill and the book was in the pricer's hands before the customer left the store. The goods were sold for shipment to Minnesota at a point about 450 miles from Chicago, and arrangements were made with the Chicago & Northwestern Railroad to forward the same as speedily as possible. The car arrived at its destination early than 60 hours from the time of sealing. Sunday morning, November 26, less than 60 hours from the time of sealing.

PROGRESSIVE RETAILING

HOW TO CONDUCT A BARGAIN DEPARTMENT.

(By E. J. Hale.)

If a bargain department is worth instituting at all, it is worth instituting right. Then it is necessary for you to give it enough of your time and personal attention to keep it going right. I assume, if you should open up a bargain department, it is primarily to help your business in general, and that direct profit is to be incidental rather than primary.

Have it well Placed.

And the first thing necessary for you in the institution of a bargain department is its location. By having it properly placed in your store, you score one of the points that assures success.

The very best place for it is down through the centre of your store where all who enter may see it, and be coaxed from a shopping into a buying mood. What is use of offering real bargains unless you put them where they can be seen by the largest possible crowd.

Your bargain department should and will always draw people to your store simply to see what you have on sale for the day. Put the bargains out where customers can see them and they will buy in other lines.

No Expensive Fixtures.

The fixtures for your bargain department need not be expensive, although I would advise you to have them as substantial and attractive as your own better judgment and ability dictates. You can make these fixtures yourself, and all that will be required will be some single, some double and some triple tables. You can even use goods boxes to good advantage. And where they are used, it would be well enough to procure some nice and attractive wall paper and paper them. Your customers then will never know the difference, and if they do, what does that matter?

First Loss the Best.

The main object of a bargain department is to close out "stale" goods. However, in offering these stale or shelf-worn goods, you should mix in some bright, catchy and up-to-date goods, also, in order to make a nice showing. You can hardly expect to get regular prices for these "stickers." Better sell them at some price and put the money back in other goods which you can turn over, and on which you can make a profit.

A bargain department provides an easy avenue of escape for broken lots and slow sellers from all over the store, provided you keep the counter spiced up with a few good, cracking values at all times, so that people will always look there with the expectation of finding real bargains. Of course, commonplace goods offered in a commonplace way will not do the work.

Keep it Alive.

Whatever you do, don't let your bargain department get stale. Always show something new. Shift your goods frequently. This week have glassware in the front and next week in the rear. Change the show cards. Give things a "different" look. Accustom people, your people, to expect something new and good every time they pass by your bargain counter. If you don't, it will soon get like any other department in your house—to be visited only when particular goods are needed.

The purpose of your bargain department is to interest people—to remind them of things they need—to get them started in buying—to sell them something that is a real bargain so that it will bring them back to your store when they need anything in your line.

MARK TWAIN'S SERVANT.

Mark Twain has just lost a servant who has been in his employ since the day of his marriage; and, while attending his funeral, the philosopher-humorist uttered a tribute to the dead man which could not have been higher. "In all the time he was with Mrs. Clemens and myself he never ran out. I have had other servants who would say, 'Mr. Clemens, I forgot, and there isn't a cigar in the house,' but that never happened with Patrick McAleer, for he never forgot anything, and I never had to give him an order."

Think of that! "I never had to give him an order." What would the average employer give for a man like that? There are lots of men who can do a thing after they are told with exactness what they are wanted to do. But the man who can divine what is wanted and have it done and ready before the need is felt—that man is beyond price!

It is no wonder that Mark Twain said that "his life ought to rank with that of great soldiers, statesmen and chief justices, for they were no more proficient in their professions than he was in his." "He was with me last summer in Dublin, N.H.," Mr. Clemens proceeded. "I did not give him an order during the summer; and he did not need one."

Of course, one man must learn a great deal about another man's mind before he can fit into it like that; but how many men can learn this lesson in a million years? Ah! but, you say, every man does not want to be a servant. Doesn't he? What man is not a servant in his need to please other people? The successful departmental store king—isn't he a servant? Must he not know what his customers want and get it for them before they ask for it, if he is to succeed? Must he not serve the public through the whole summer and the whole winter "without an order?". The merchant who waits to do things until he is "ordered," is soon ordered off the premises.

It is this ability to catch in advance the mind of another which makes the invaluable servant, the successful merchant, the great politician. An employer who can find such a man has added immensely to his own productiveness; for when he must explain in detail everything he wants done, he almost might as well do it himself. Mark Twain did not put the value of his old servant too high. He was fit to "rank with statesmen and chief justices." His epitaph might well be—"He never ran out."—Montreal Star.

"Eastlake" shingles

"Eastlake" Metallic Shingles are veritable trade bringers to the dealer in Sheet Metal specialties. Their economic advantages over wood or cheap metal shingles are so evident to every buyer that the comment and discussion of their merits bring other customers and more trade.

They have no raw, ungalvanized edges and when put on with the patent "Eastlake" cleat, make a neater job on any roof than is possible with other makes.

Wind, rain and fireproof, "Eastlake" Steel Shingles make the most useful and durable roofing for any building.

OUR NEW $10,000 CATALOGUE

We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

THE METALLIC ROOFING CO.
OF CANADA, Limited
(Established Twenty Years)
Toronto and Winnipeg

We also manufacture:
"Metallic" Ceilings and Wall Plates
"Metallic" Cornices, Skylights and Ventilators
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"Metallic" Siding (Stone, Brick, etc.)
"Impervia" Fireproof Windows
"Empire" Metallic Shingles
"Metallic" Crestings and Finials
"Metallic" Corrugated Iron
"Hayes" Metallic Lathing.
"Metallic" Eavetrough and Conductor Pipe
"Metallic" Pressed Zinc Ornaments
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

416

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

435. Eggs, butter, etc.—A commission agent in Birmingham wishes to hear from exporters of eggs, butter, cheese, bacon and hams.

436. Hammer handles—A Birmingham firm is in a position to take large quantities of hammer handles.

438. Spade eye handles—A Birmingham firm wishes to get in touch with a shipper of spade eye handles.

439. Hydraulic pumps—A large firm in Reading wish to appoint an agent for the sale of their hydraulic pumps.

444. Brass handles, etc.—A Birmingham firm wishes to appoint an agent in Canada for the sale of brass handles, knockers, letter plates, builders' goods in brass and iron. Also cabinet fittings.

446. Scales—A Birmingham firm wishes to appoint an agent in Canada for the sale of their scales.

450. Blow lamps—A Birmingham firm wishes to place their blow lamps or burning-off torches in Canada.

451. Fire clay—A London firm wishes to place on the Canadian market their fire clay.

452. Japanned goods—A Stourbridge firm would appoint an agent in Canada for the sale of their japanned goods.

458. Gun-metal steam cocks, etc.—A Yorkshire engineering firm, manufacturers of gun-metal steam cocks, and valves, injectors, steam and water gauges, baths, lavatories and closets, fire-clay sinks, electric fittings, lamps, bells and cables, desire to extend their business in Canada, and invite correspondence from parties interested.

481. Garden implements—A Manchester dealer requires catalogues and prices from Canadian manufacturers of garden implements.

483. Wash-boards—A Manchester firm asks for prices of wash-boards from Canadian manufacturers of same.

486. Machine tools—A Manchester firm wishes to extend its trade to Canada, and will be glad to furnish prices and specifications of machine tools to Canadian importers.

487. Stained glass—A Manchester firm wishes to correspond with Canadian importers of stained glass for house, church and public buildings.

495. Cotton-seed and linseed oil—An East Coast seed crushing firm desire to get in touch with Canadian importers of cotton-seed and linseed oil and invites correspondence from Canadian buyers.

499. Paints, varnishes, etc.—An East Coast manufacturer of all classes of paints, varnishes, etc., invites correspondence and negotiations with Canadian buyers.

500. Seed, cylinder and engine oils—A large firm manufacturing all classes of seed, cylinder and engine oils, desire to open up connections in Canada with firms interested in these goods.

501. Linseed and cotton-seed oils—An East Coast oil exporter desires to place linseed and cotton-seed oils on the Canadian market, and invites correspondence.

503. —Linseed oils—A Hull firm of oil exporters invite correspondence as to all classes of linseed oils.

FOUNDRY AND METAL INDUSTRIES

The Galt Malleable Iron Works are putting in a plant which will employ 100 hands.

The British Columbia Copper Co. have started to expend $300,000 on their smelter, machinery and equipment.

James J. Hill has ordered 20,000 tons of steel rails from the Soo Company and 3,200 from the Dominion Steel Company.

H. J. E. Wilcox has found a large body of silica sand on his farm near Niagara Falls. This sand is used in foundries.

James T. Thompson, of Helena, claims to have discovered platinum on the Pacific coast in British Columbia, in good quantities.

The Dominion Copper Co. will put in a third blast furnace at Boundary Falls, B.C., which will bring the daily output up to 1,200 tons of ore.

Russell and Dougherty, two American capitalists, have been in Brantford planning to establish a factory there to manufacture metallic packing.

The Weed Chain Tire Grip Co., of New York, who manufacture a chain tire grip for automobiles, have established a branch factory at Bridgeburg, Ont.

Fort William will vote on a by-law to grant tax exemption to the Canada Iron & Foundry Co., of Montreal, who will build a branch there costing $125,000, and employing 300 men.

The Amherst Foundry Company will increase its capitalization to $450,000, and will make extensive additions to their plant at Amherst, N.S. A branch has been opened in Winnipeg.

A. E. Knapp, representing Seattle capitalists, has taken an option on copper lands on the Queen Charlotte Islands, B.C. Reports say that these properties are rich in copper ore.

It is expected that the Atikokan iron mines will be ready to ship ore by the 1st of August, by which time the contract with the Canadian Northern comes into force, to ship 600 tons of ore daily.

The Schwab interests, of Pittsburg, have purchased $500,000 worth of iron ore from the Mineral Range Iron Mining Co. The ore will be taken by rail to Port Hope and ferried across the lake from there.

UNITED STATES STEEL AND CANADA.

Despatches from New York and other places have been seen in Montreal which testify to the fact that some effort has been made—is being made—to sell the control of the Dominion Steel Co. to the United States Steel Corporation. Perhaps a confirmation of this may be forthcoming after the meeting of the directors of the American company, which was held in New York on April 24. Just prior to the annual meeting of the big American concern, which was held in Hoboken, N.J., on April 16, and just after it, too, there were meetings held in New York by interested parties, and that James J. Hill is no stranger to these negotiations is well known on the "inside." Then the fact stands out that the promoters of the sale are already in control of about 100,000 shares of the Dominion Steel common, and the addition of another 25,000 shares will make the deal feasible either as a merger or as a control. It is said by knowing ones in Montreal that this quantity of shares will be available in the open market when the time is ripe for the New York magnates to say the word "proceed."

NEW ONTARIO COAL.

The announcement made by Hon. Frank Cochrane that anthracite coal had been found in Northern Ontario is of great importance to the province, as the industrial importance of coal to the country cannot be over-estimated. At present Canada's coal supply lies in the extreme east and the extreme west, hence the discovery of coal in Ontario, and hard coal at that, is a thing that means a lot for Central Canada. Until further evidence is produced, however, this discovery should not be too quickly taken for granted, for the same reports were circulated some few years ago, when hard coal was supposed to be found at Sudbury. A company was floated to develop these mines, but it was found that their find consisted simply of a material called anthraxolite, which is not at all valuable as a fuel.

OIL AS A FORGE FUEL.

The blacksmith shop in the navy yard at Norfolk, Va., according to a correspondent of the American Machinist, is run strictly with hydrocarbon gas and fuel oil, not a pound of coal being used. For the past three years gas has been used as fuel in all the blacksmith shops, forges and furnaces. The gas is made by an Acme gas plant from 68 to 70 B. gasoline, and the shop is most pleasing to the eye, being entirely free from smoke and dirt. The gas plant is considered the most successful of its kind in operation and it has run continuously without a hitch since it was started in August, 1902, excepting two days when it was stopped on account of the blowing out of the safety flange.

They have at present in operation fuel and crude oil furnaces and forges as follows: Angle-iron heating furnaces, core ovens, brass smelting furnaces, drop forging furnaces, bolt and rivet furnaces, large forging furnaces up to eight tons, and have recently installed some Mircs blacksmith forges, which are considered much better than the gas forges, as they are cheaper in the consumption of fuel and are adapted to all classes of smith work, such as angle iron, eye bands, shackles, chain work and forging work.

Some very difficult jobs of welding have demonstrated that the welding heats made by this oil forge are better to work up than that of the gas forge, as the oil heat seems to penetrate the metal throughout.

The blacksmith forge to use fuel oil has up to this time been in the experimental stage, but the Mircs oil forge seems to meet the demand. I mention this forge for the reason that I do not think there is another oil blacksmith's forge in use to-day, where the smith can move the loose bricks on top of the forge to suit the material to be heated. To see the forge in operation one would think it a gas forge, as combustion is absolutely complete.

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"CARRON"
Best Scotch Brand

"AYRESOME"
Best English Brand

"CLARENCE"
Good Standard English Iron

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Manufacture

B. C. BRAND DRILL STEEL

which is pronounced by experts to be the best steel.

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Canadian Representative

E. C. PRIOR & CO., Victoria, B.C., Agents

BAINES & PECKOVER, Toronto, Can., Agents

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NEW YORK CITY

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DESERONTO, ONT.

Manufacturers of

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Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

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Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
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Fire Bricks, Glazed Bricks, Stable Bricks.

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'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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Perfectly Flat Galvanized Sheets

Is a marked characteristic of

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Sold by all jobbers who are up-to-date.

It sells readily, is selected carefully; soft and smooth. Prices lower than other high-grade brands.

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W. GILBERTSON & CO., Limited
PONTARDAWE, SOUTH WALES.

PAINT, OIL AND BRUSH TRADES

THE TURPENTINE OUTLOOK.

The correspondent of E. Fielding, Toronto, at Savannah, Georgia, writes : "I have just returned from a trip through the turpentine belt, and as receipts everywhere are so insignificant, have changed my views somewhat about turpentine. The demand in the west seems to be very large, and as some of the companies are unable to secure supplies in the Gulf States, as has been their custom heretofore at this season of the year, they are largely buying on this market, and this condition will probably exist for two or three weeks yet to come. All indications point to a short crop of rosin and turpentine, which naturally means that the prices this season will continue high."

Another report says : There is no change in the tenor of the reports received directly from the producers and from other sources as to crop. It is apparent that the producers cannot make the crop of turpentine they laid out to make. The backwardness of Spring and the inadequate supply of labor have united to hold down production to this time and the labor trouble is regarded as more likely to become aggravated later on. All of the May-August turpentine futures offering on the market have been taken by a large exporting house, which would seem to give a strong basis for those months, indicating the strength of the opinions entertained as to the future of the article. Additional sales will probably be made if producers show any willingness to sell in advance for some months.

PAINT DISCOLORATION.

The discoloration of white painted surfaces is a question that sometimes engages the attention of paint manufacturers. As a rule, the presence of impure air or of chemical fumes is set down as the cause of the discoloration, which may be merely a slight yellowing or a distinct blackening. Experiments have shown, however, that such external conditions have little to do with the phenomena, and that the composition of the pigment is not always at the root of the matter, since paints made with white lead, sulphate of lead, and oxide of zinc are all equally liable to change color under certain conditions. The dominating cause appears to be rise in temperature. Certain samples of linseed oil and certain oil varnishes are particularly prone to turn yellow, light brown or dark brown after drying; and exposure of a white painted surface to direct heat is very liable to produce this effect in a degree varying with the degree of heating and the precise nature of the paint. Familiar illustrations are found in the yellowing of white paint over a gas jet or lamp even when zinc paints are used. Similarly, enamel makers and users know how difficult it is to store white or light-colored enamel without its "turning color."

SANITARY EFFECT OF PAINTS.

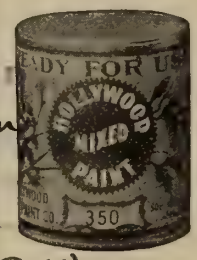
A study has recently been carried on in France to discover what effect, if any, wall paint has on bacteria, with the result that the tendency of wall paints was distinctly detrimental to the life of all bacteria. The colors of enamelled porcelain were found to be more sanitary than oil colors, particularly with regard to tuberculosis bacillus.

RUBBER IN PAINTS.

The use of India rubber in paints that are exposed to extreme changes of temperature or that require more of a protective character against dampness is increasing in use by those who manufacture these specialties. In Great Britain paints are often specified by engineers because of the rubber they contain. Para rubber is easily dissolved under suitable conditions in linseed oil which renders the paint peculiarly suitable to surfaces that require an elasticity, or protection. It is stated that the rubber does not really dissolve, but rather becomes extended throughout all the body of the oil, but at any rate the result of introducing rubber into paint has been found a success in the prevention of cracking and in resisting dampness.

THE DRYING OF PAINT.

The excessive use of driers in paint causes it to appear hardened when often it is only surface dry. There is a difference between hardening and drying in paint, although the terms are often considered synonymous. A paint may be sufficiently dry to allow the application of another coat when it is not by any means hardened. When paint is forced by the undue use of driers, and the second or third coat is applied too soon, the result is generally shown in cracking, blistering and peeling off. In the case of oily coats they cannot be hard under forty-eight hours even if they appear to be dry, and in some cases they are not fit to re-coat until a considerably longer time.



A GOOD REPUTATION

When your customers realize that you sell the best paint, they will naturally return for the best of something else. Hollywood Paste, Ready Mixed and Floor Paints are the paints that convince your customers you use good judgment in the selection of your stock and that your aim is for best quality in all things.

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This is a line that every Hardwareman should carry, because it is one of the paints likely to be in constant demand.

The quality is A1. We will send you a sample to prove that, if you will send us your address.

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Your CUSTOMERS ARE HUNGRY

for something really satisfactory for their Floors.

Give them

JAMIESON'S FLOOR ENAMEL

and they get what, up to the present, they have hoped and longed for in vain.

DRIES HARD OVER NIGHT
DOES NOT PEEL OFF
IS NEVER STICKY
MIRROR GLOSS
HARD AS IRON
STANDS REPEATED WASHING

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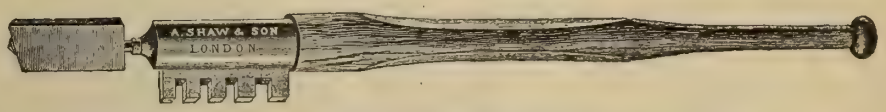
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REGISTERED
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We then await your decision with an **even mind.**

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
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HENDERSON & POTTS, Limited
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HENDERSON & POTTS CO., LIMITED
MONTREAL and WINNIPEG

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 28, 1906.

Linseed oil is interesting this week, as the advance is determined and is likely to be maintained at from 57 to 60c.

The latest reports from the south point to an advance in turpentine, and hence the small decline of two weeks ago is not interfering with the markets at all.

Paris green is again a feature. Owing to the scarcity of arsenic the manufacturers have been hampered considerably, so that there is every probability of Paris green being scarce before the potato crop is harvested. Just now the first demand for the article is noticeable, as it is supposed to be for use in spraying fruit trees, and we are unable to quote prices, as the trade is referred in each case to the manufacturers direct. Dealers will profit by doing this, as some big manufacturers are in a position to offer terms owing to their foresight in the arsenic buying. Arsenic, which was selling last Fall at 3¼c., is now nearly double the price, hence it is self evident that Paris green may be dearer. This shortage of arsenic is said to have been caused by the mine flooding in France and England.

Manufacturers of paints and other kindred supplies have been compelled to tax their capacity to the utmost this week, owing to the fine warm weather prompting many peremptory orders from the country towns and districts. Building has been active all the mild Winter, and now many structures are ready for the decorators, and supplies are needed quickly. Steamers are now getting ready for their regular routes and activity dominates everywhere.

The advance in shellac varnish has been maintained, and is likely to continue.

LINSEED OIL—We quote: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c. to 60c.

TURPENTINE — We quote: Single barrel, 98c. per gallon; two barrels or over, 97c.; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

GROUND WHITE LEAD — We give prices as follows: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC — We quote as follows: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5½c. to 6½c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7½c.; 100-lb. kegs, 7½c; smaller quantities, 8½c.

RED LEAD—Prices are firmly held as follows: Genuine red lead in casks, $5.75; in 100-lb. kegs, $6; in less quantities at the rate of $6.75 per 100 lbs.; No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

GUM SHELLAC — We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95 pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The market is firm at following prices: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM—We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—New prices have not yet been issued and meanwhile quotations can only be obtained from the manufacturers direct.

GASOLINE—Price has risen of late, and ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at the advanced price of 24c. in bbls.

WINDOW GLASS—No change in the market has occurred, and is not likely until new supplies arrive by ocean steamers due in about ten days. Trade is active and prospects are bright for its continuance. Meanwhile, we are quoting the following: First break, 50 feet, $2.10; second break, $2.20; first break, 100 feet, $4; second break, $4.20; third break, 100 feet, $4.75; fourth break, 100 feet, $5; fifth break, 100 feet, $5.25; sixth break, 100 feet, $5.75; seventh break, 100 feet, $6.25; eighth break, 100 feet, $6.50. Diamond star, first break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second do., $4.80; third do., $5.75; fourth do., $6.50; fifth do., $7.50; sixth do., $8, and seventh do., $9. Double thick, first break, 50 feet, $3.45; second break, $3.75; first break, 100 feet, $6.75; second do., $7.25; third do., $8.75; fourth do., $10; fifth do., $11.50; sixth do., $12.50; seventh do., $14; eighth do., $16.50; ninth do., $18; tenth do., $20; eleventh do., $24; and twelfth do., $28.50.

Welland council will submit a by-law to purchase a site worth $4,000 and give tax exemption to a machine tool factory to be established there.

FOR YOU WE BLOW



The perpetuation of success is accomplished only through merit—

Ark Brand Floor Paint

is made to meet all the demands of wear and service: It dries hard over night and remains hard—with the elasticity of rubber. Owing to its composition it possesses the nature of concrete. Tests have proven it to be superior to any floor preparation made. It is the best there is in honest paint-making. We invite comparison with any other brand. ***Send us a trial order.***

Have you ever sold **Muresco**? Dealers are reaping great profits on this great Wall Finish

THE **FRANCIS-FROST Co.** LIMITED
TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish



From now on

it is the Peerless Iceland Freezer and how to be sure ice cream is pure— in every magazine the woman picks up.

Be ready for her.
Ask your jobber.

THE DANA MFG. CO.,
10 Warren Street, NEW YORK. CINCINNATI

Results count in the business world and figures are unanswerable. Our Liquid Paint business which has doubled in a very short time proves that the CANADA PAINT COMPANY'S PAINT is the PAINT of the masses as well as the classes. Keats says, "A thing of beauty is a joy forever." A Paint of beauty is the houseowner's delight and the housekeeper's joy.

Floors stained with the CANADA PAINT COMPANY'S HANDY VARNISH STAINS are sweet and hygienic. Woodwork and walls painted with the CANADA PAINT COMPANY'S READY MIXED PAINTS are wholesome in the highest degree. Verandahs and steps treated to a coat of the CANADA PAINT COMPANY'S FLOOR PAINT lend distinction to the domicile and stamp the house as being in the front rank.

THE CANADA PAINT COMPANY'S OXIDIZED ART ENAMELS are suitable for every class of ornamental work. Color cards upon request.

The ALUMINUM PAINT made by THE CANADA PAINT COMPANY applied upon radiators and all metal work, stands out Clear and Silvery with telling effect.

To improve Carriages and Vehicles ask for the CANADA PAINT COMPANY'S LIQUID COACH COLORS or BUGGY PAINT.

The manufacturers of this company appeal to a discriminating class of purchasers and we respectfully urge our friends to give prominence to the C. P. CO'S. Color Cards. They are our silent salesmen and by their aid and the co-operation of our Customers, we introduce the CANADA PAINT COMPANY'S COLORS everywhere.

We are not conceited enough to say "our Paints, Stains, and Varnishes are so good that they will sell themselves." Without the aid of our mailing advertising system, the storekeeper would undoubtedly dispose of a certain amount. We enable him by this liberal advertising to sell double and treble that quantity. Hence the more we sell the better for all parties and today the CANADA PAINT COMPANY'S manufactures are popular everywhere.

THE PAINT OF THE PEOPLE.

There is no paint manufactured that is so universally commended by expert and amateur painters as that made by THE CANADA PAINT COMPANY. Its superiority has led to a host of imitations.

Remember, "ONE COAT OF PAINT IN TIME SAVES NINE."

Do not delay in ordering from

The CANADA PAINT Company

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, April 27, 1906.

Turpentine continues to maintain its price and reports from the south this week indicate that there is little likelihood of any further drop. The backward Spring has lessened the run considerably and in addition to this conditions are such that enough negro labor cannot be had to gather the crop. It would seem from these reports that the prevailing prices are about what might be expected for some time.

Linseed oil has been slightly weaker in England, but on this side no movement has been experienced.

Crude petroleum remains the same in Canada, although the American market is strong at the increase noted in our last.

There is yet no visible sign of any cheapening of paris green. The same scarcity of arsenic prevails and so far as can be now seen will probably remain so for some time.

WHITE LEAD—Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 560 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50, ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks, 6c., in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1.00 per 100 lbs.

WHITING—60c. to 65c. per 100 lbs., Gilders' whiting, 75c.

PARIS GREEN—Prices have been withdrawn owing to recent advances.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 61c.; 5 to 9 barrels, 60c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrel lots, 96c. to $1 f.o.b. point of shipment, net 30 days. For less quantities than barrels, $1.05 per gallon will be charged.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2.00 to $2.10; bulk in 800-lb. casks, $1.50; pure, $1.95 to $2.00; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.00.

CASTOR OIL—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

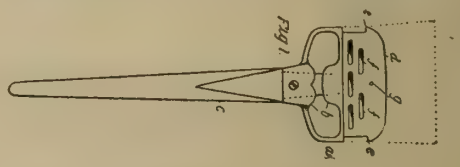
REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM—Prices continue unchanged. We quote: Canadian $1.36; Pennsylvania, $1.61; Ohio, 94c.

IMPROVEMENT IN BRUSH CONSTRUCTION.

W. F. Brundell, Norwich, England, describes a recent invention of his as follows:

This invention for an improvement in the construction of paint, varnish, distemper, whitewash, and other brushes, consists in stamping, molding or casting the heads of brush handles so that the heads can be conveniently and economically made to the best and most



An Improvement in Brushes.

suitable shape for holding the bristles, and shall not be liable to shrinkage, so that the bristles will always be held firmly on the handle. The handle may be in one with the head, or be a wooden handle fixed in the head. In carrying out this invention, the head of the handle is made of metal, vulcanite, or other suitable material not liable to shrinkage that can be readily fashioned in the manner aforesaid. The accompanying illustration shows a handle consisting of an aluminum head (a) molded with sockets (b) for receiving a wooden stem (c), the part (d) of the head for receiving the bristles being indented on its sides and provided with shoulder (e) for holding the bristles in place. The indentations (f) which serve as a hold for the resin used for cementing the bristles to the head, may be replaced by perforations, passing through the head The bristles are bound tightly on the head (d) by a wire which is attached at the perforation (g) and wound round the bristles in the usual manner.

A mixture of two-thirds pine tar and one-third linseed oil is a good coating, or rather preservative, for wire ropes running underground or in water. It is not strictly necessary to boil the tar, though preferable. This is the mixture used by most cable roads.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

New Enamelware Catalogue.

A very fine catalogue of "Beaver Brand" cast iron porcelain enameled ware has been issued by the Amherst Foundry Company, Amherst, N.S., there being about 30 pages 9x11 inches, well illustrated with engravings of baths, lavatories, sinks, drain boards, sink backs, range closets, urinals, etc. About a dozen new plates are shown and several additional new patterns are to be ready shortly. Reading matter descriptive of the process of manufacture of enameled ware and of the different features of each fixture made is given, making the book well worth sending for. The plumbing trade throughout Canada can secure copies of the catalogue on request. O. A. Vickery, 180 Victoria street, is the Toronto representative of the company.

A Wrong Address.

In the paragraph published last week referring to the catalogue issued by the Morgan Spring Company, Worcester, Mass., the address of their Canadian representative was wrongly given as Toronto when it should have been Montreal. Catalogues can be had by addressing James A. Henderson, Montreal.

Canvas Gloves.

The Regal Glove & Mitt Co., London, Ont., manufacture a complete range of canvas and leather-faced and leather-tipped gloves, samples and prices of which may be had on application.

1906 Blue Book.

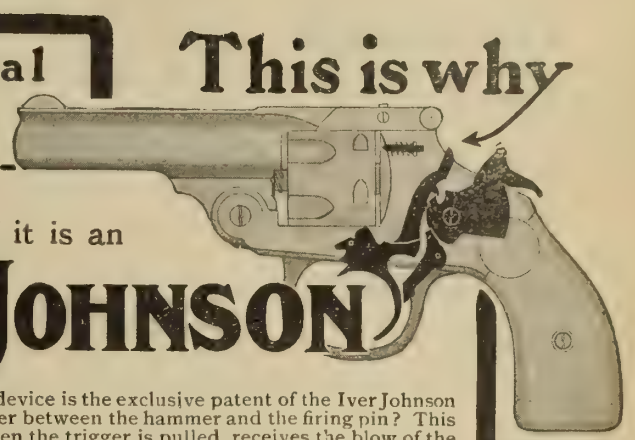
Caverhill, Learmont & Co., of Montreal and Winnipeg, are now distributing



their 1906 Blue Book on Arms and Ammunition to hardware dealers. This book shows many new lines of guns and a full line of rifles, while cartridges, revolvers, sporting goods, skates, etc., make up the balance of the book. Hardware dealers who may not have received one should write for a copy.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Price: Hammer, $5.00; Hammerless, $6.00

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

Pipe Dreams.

The Page-Hersey Co., Guelph, offer a briar smoking pipe to any one sending them 25 tin tags that have been received with their iron pipe. One tag accompanies each bundle shipped by them, so save them up and get a pipe, you smokers.

Screen Wire Rockoner.

The B. Greening Wire Co., Hamilton, are sending out a table showing the number of square feet contained in any length of wire netting from three inches up to a hundred feet, in all the various widths made by them. This will be of great value to dealers, who may have one sent upon application.

Dean's Steam Pumps.

Dean Bros., steam pump makers, of Indianapolis, Indiana, are making what they term the Atlantic type pumps. These pumps were specially constructed for hard and continual service in long ocean trips, and the same type with some modifications has been made by this company for power plants. A card will bring this catalogue to dealers.

Fabien Refrigerators.

Twenty-four different classes and sizes of refrigerators are made by C. P. Fabien, at 3167—3171 Notre Dame street, Montreal, and fully illustrated in their catalogue. Dealers who have not yet received their catalogue would profit by sending for one, as there is a large range for selection.

Ice Cream Freezers.

North Bros. Manufacturing Co., of Philadelphia, Pa., have out a new 1906 booklet on their ice cream freezers which shows the newest thing in this line. All sizes are shown from the large power machine down to the family freezer. They will be glad to send information regarding them.

Bathroom Fixtures.

Catalogue B2 of bathroom fixtures made by the Carriage Mountings Co., Toronto, shows the newest things in nickel-plated soap dishes, towel racks and many other similar articles. The combination tumbler, tooth brush and soap fixture shown by this firm is an article that will certainly be appreciated. Catalogues will be sent on application.

Hardware Specialties.

Many useful articles of household appliances, such as ironing boards, mops, and kitchen utensils are the things shown in a catalogue of the Cumming Manufacturing Co., Renfrew, Ont. Some good articles are contained in their lists of hardware specialties which are quick sellers.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Hague, Sask., will build a new fire hall.

S. K. Bell is enlarging the Crosbie Hotel at St. John, N.B.

The Salvation Army will build a barrack at New Westminster.

The Alberta Milling Co. will double their capacity at Edmonton.

The Canadian Canners will establish a third plant at Hamilton to cost $20,000.

A firm named Compeau & Leduc will put in a saw mill plant at Hazelton, B.C.

J. Burnside, Hamilton, will open a sash and door factory at Lethbridge, Alta.

The Kemp Manufacturing Co. ask for tenders for a six-storey factory in Winnipeg.

W. H. Stone & Co., hide dealers, Brantford, are erecting a new warehouse.

The Petrolia public school board ask for tenders for all trades for a public school.

Milledge Van Buskirk, Harcourt, N. B., will start a brick manufactory near that place.

Goold, Shapley & Muir are contemplating extensive additions to their plant at Brantford.

Carman, Man., will submit a by-law to raise $58,000 to instal light, water and fire systems.

Victoria, B.C., is having $9,000 worth of electrical machinery installed in its new power house.

The Sarnia Match Co. will at once commence building a factory that will employ 300 hands.

The Wade Manufacturing Co. has been organized in Dundas, Ont., to manufacture silver-plated novelties.

W. J. Ireland, architect, of Stratford, is making plans for a three-storey apartment house in that city.

The St. Catharines Building & Paving Co. have reorganized and commenced the manufacture of hollow blocks.

The Jackson Wagon Works is moving from St. George to Galt, where a $12,000 loan has been voted them.

The New Westminster Board of Trade will advertise their industrial advantages through the daily papers.

John Crowe and others, of Guelph, will convert the Crowe Iron Works, recently damaged by fire, into dwellings.

The village of Rigaud, near Montreal, advertises bonuses and special inducements to manufacturers to locate there.

C. N. Choate, of Woodstock, has invented a new cement block machine and with others will manufacture it in that city.

P. Burns & Co., Vancouver, will erect an abattoir in that city this year, which will employ a large number of hands.

C. R. S. Dinnick has the contract for the new press building at the Industrial Exhibition, Toronto. The price was $9,999.

M. A. McNamara, who owns 240 acres bordering on the canal at Peterborough, offers free sites there to reputable manufacturers.

The Nester estate at Ashland, Wis., will dismantle its saw mills and move the machinery to Thessalon, on the Georgian Bay.

The Prairie City Oil Co., St. Boniface, had their plant destroyed by fire. The loss is about $20,000. They will carry on business.

The MacGregor-Gourlay Co. will make large additions to their works at Galt which will necessitate employment for 150 additional hands.

The Yale-Columbia Lumber Co. have acquired the Kettle River Lumber Co.'s business and will operate four saw mills in British Columbia this year.

The Lake of the Woods Milling Co. will build an oatmeal mill at Portage La Prairie, and also extend their elevator system to about 30 more places in the west.

An immense union of Canadian companies is on foot in Nova Scotia. Negotiations are said to be in force which will bring about the amalgamation of the Starr Manufacturing Co., makers of skates, bolts, nuts, railroad spikes and steel forgings, the Dartmouth Rolling Mills, Limited, and the Dartmouth Electric Light Co., all of Dartmouth. Of course everything is in embryo yet, but the initial steps have been taken with a view to accomplishing such a consolidation. There are many advantages said to be possible in the combination and it is very probable that an extensive water power owned by one of the companies will be developed on a large scale and new lines will be manufactured of great interest to Canadian trade. Inquiry in the east has elicited the fact that these statements are not denied and that it is generally felt that such negotiations are in progress.

Companies Incorporated.

The Laurentian Manufacturing Company has been incorporated under Dominion charter with a capital stock of $20,000 for the purpose of manufacturing all kinds of handles and woodenware. The provisional directors are Bannell Sawyer, Thomas Pearson, W. F. Sawyer and E. P. Sawyer, with chief place of business at Westmount, Quebec.

The Bothwell Locomotive Company has been incorporated under Ontario charter with a share capital of $100,000 for the purpose of manufacturing and dealing in locomotives, etc. The provisional directors are James McLauchlan, F. W. Harrison, J. G. Hay, S. J. Parker, G. A. Bothwell and A. G. MacKay, with head offices at Owen Sound.

D. Ripstein has commenced a $25,000 store building in Winnipeg.

Peterborough school board asks for tenders for a new school.

St. Patrick's Church, Hamilton, will build a $12,000 presbytery.

A Baptist church will be built in the eastern part of Hamilton.

The Grand Trunk will build a new roundhouse at Lindsay, Ont.

A Baptist college costing $25,000 will be built at Summerland, B.C.

Donaldson & Patterson will build a $5,000 residence in Hamilton.

J. H. Gariepy, Edmonton, will build a three-storey brick block.

The Imperial Oil Co. will erect an oil warehouse at Portage La Prairie.

J. A. Hawson will build a two-storey brick house at Toronto Junction.

F. J. Restrick & Sons will build a four-storey building in Hamilton.

The National Trust Company will build a new block in Saskatoon.

S. Cruickshank will build a hotel at Elmwood, a suburb of Winnipeg.

Thos. Ryan & Co., Winnipeg, ask for tenders for a seven-storey warehouse.

The Dominion Office & Store Fittings Co. will put up a new building at London.

B. B. McCarthy, reeve of Thamesford, Ont., asks for tenders for five cement bridges.

Darling & Pearson ask for tenders for a laboratory for the University of Toronto.

Huyler's store and factory, Toronto, is having alterations to the extent of $20,000.

Woodstock Collegiate Institute will have an addition built consisting of five more rooms.

Picton is to have a $30,000 collegiate institute, a $10,000 Carnegie library and a $25,000 house of refuge.

BUILDING NOTES.

Regina asks for tenders for a new fire hall.

Paris, Ont., is to have a new railway station.

A. D. White will build a new block in Welland.

A $5,000 library will be built at Burlington, Ont.

Wm. Goldberg will build a $3,000 house in Hamilton.

Porter & Co., Winnipeg, will erect a six-storey warehouse.

The Baptists of Fenelon Falls will build a $6,000 church.

The Baptists of Belleville ask for tenders for a new church.

A $12,000 Methodist Church will be built at Grenfell, Sask.

G. H. Milne will build a house in Hamilton to cost $5,000.

A five-storey addition will be made to Manning Arcade, Toronto.

CEMENT CHIMNEYS.

A concrete chimney reinforced with steel, 350 feet above grade and 18 feet in diameter inside, was built at Butte, Mont., a few months ago. This is but another illustration of what is being

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

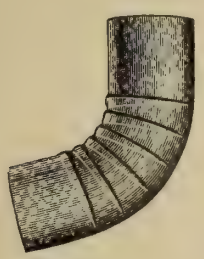
Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

Start Right

Now is the time, with stock-taking over, to make your plans for a record-breaking season's trade for 1906.

You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

Better Write To-day.

Pease Foundry Co., Limited

TORONTO

Pease-Waldon Co., Limited

WINNIPEG

done with this universally adaptable material. The advantages of the chimneys are that they are absolutely air-tight, and as the flue is of uniform diameter with a smooth finish inside, a greater working capacity is obtained than in any other chimney. The total weight of this structure is 2,072 tons, and in its construction about 120 tons of steel were used.

It would seem that the age of cement is upon us when one sees the variety of uses in which it is found superior to either brick or metal. In the smaller constructions also cement is becoming a factor. On the farm there is likelihood of it superseding the use of both wood and tile for drainage purposes, for there is no shape that it cannot be adapted to suit, and once put down, either underground or in the open, there is never any necessity for renewal.

New lines come in from time to time that grow to enormous proportions and often their value is not recognized by us until some one else is reaping a reward in the handling of them. As new uses of cement must come to notice from time to time, it would behoove the hardwareman to keep closely in touch with this commodity, and be the first on the ground with the newest improvements and modes of handling.

With a little advocating of the adaptability and cheapness of cement as compared with other construction materials, and a knowledge of what is being done with it, the hardwareman might easily appropriate to himself the large business that will eventually be done in this material.

DANGEROUS ROOF TANKS.

A few weeks ago a water tank on the top of a building in Montreal crashed through roof and floors of a building where a number of girls were employed and one girl lost her life, it being miraculous that more were not killed or injured. In Toronto, just a short time ago, a tank accident occurred which, although not so serious as it might have been, yet caused a great deal of damage from a leakage during the night. The most recent accident of this nature is one that occurred in Montreal again, when a tank containing 30,000 gallons of water toppled over without any warning and fell to the ground, three stories below, taking with it part of the roof and wall. Fortunately it was at night, and no lives were lost.

Particular care should be taken in the construction of these tanks to see that the structures upon which they rest are capable of carrying the load they will be subjected to. An expert should determine, also, whether the building upon which a tank is to be placed is strong enough to support such a weight. Often a new tank is put on the top of a building that was never constructed to bear such a weight and wind strain.

From the accidents that have happened it would appear, too, that the supports are not inspected regularly enough to ascertain whether decay and weakness is creeping in. Regular painting would also help a great deal, in that it would prevent the iron from corroding, and the wood from rotting, and at the same time enable the workman to see any defects that might exist when applying the paint.



The *Best* Test

The Sherwin-Williams Varnishes are not only a product of the best skill and practical experience in varnish manufacture, but they receive the best test as well. Every batch of every varnish made in The S-W. line is thoroughly tested and tried out in our varnish testing department before it is allowed to go out. A series of tests are made under the same conditions which will be met by the varnish in use and we know just what every gallon of varnish we manufacture will do.

This is but one of the strong points that make ***The Sherwin-Williams Varnishes*** the best line for the dealer. They live up to their great reputation and are always uniform and always satisfactory. They have the best selling helps behind them, too. You have no trouble building up trade with the ***S-W. Varnishes.***

Write us today about them.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS.

Canadian Headquarters and Plant : 639 Centre Street, Montreal.
Warehouses : 86 York Street, Toronto; 147 Bannatyne St., E., Winnipeg.

1391

BICYCLE NEWS.

A traveling salesman in the employ of a large bicycle manufacturer in Philadelphia was obliged to go on a business trip into the west about the time an interesting domestic event was expected. The salesman desired his sister to wire him results, according to a formula something like this: If a boy, "Man's safety arrived"; if a girl, "Lady's safety arrived."

To the astonishment and chagrin of the father-elect he had been gone but a few days when he received a telegram containing but on word: "Tandem." — May Lippincott's Magazine.

A CIGAR LIGHTER.

A cigar lighter that lights itself is a novelty being placed on the Canadian market by McGaw & Russell, Toronto. The lighter is in the shape of a small nickel-plated tube the size of your little finger. You take the cap off and it bursts into flame. Blow it out and it immediately blazes up again until the cap is replaced. The lighter is a curiosity as well as a very handy pocket piece.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (a $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE.

1000 SQUARE FEET wire cloth, assorted sizes from 20-inch to 40-inch, at $1.30 per 100 square feet. Box 520, HARDWARE AND METAL, Toronto. [18]

BARGAIN—Thirty gallons Ark Brand mixed paint for sale at 80c. per gallon. Box 517, HARDWARE AND METAL, Toronto. [15]

ROLLING MILL, bolt and nut works—the large and well-eqipped plant of the Louisville Bolt & Iron Works, Louisville, Kentucky. This plant is located in the centre of the manufacturing district for Southern, Western and Southwestern markets; situated in the southern part of the city, containing about 4½ acres; directly on the main line of the L. & N. R R., with proper switching connections to the packing room and for delivery of raw material, etc. Anyone buying and operating this plant will be exempt from city taxes for a period of five years. This plant contains 48 threading, single, double and triple and 14 tapping machines; 10 hot pressed nut machines, 16 bolt forging machines for varied sizes of bolts, with necessary equipment, such as hot blast furnaces, etc.; well equipped blacksmith shop; modern machine shop for repair work, etc.; 1 Belgian train with 12-in. roughing and 8-in. 5 stand, finish train; 2 large coal fired heating furnaces, each with waste heat boiler, with necessary hot bed, finishing shears, separate engine, pumps, etc.; 1 2-stand, 3-high 20-inch muck train, complete with squeezer attached, suitable engine to drive same; 8 busheling furnaces with waste heat boilers, 1 pair hot scales, muck shears, tools and other equipment. This plant has a full equipment of scrap shears and good facilities for handling material; 1 3-stand sheet mill, new and of most modern type to produce maximum product. This plant has ample power, containing 1 275 h.p. Hamilton Corliss engine for bolt and nut department, 1 engine and dynamo, a battery of 2 Atlas Engine Co. boilers and 1 Walton boiler, 1 Stillwell heater and all necessary shafting, pulleys, etc., for running same. A most complete and well arranged nut and bolt packing room. The above machinery is in good condition and could be put in operation without delay. The office is furnished with desks, vaults, safes, etc. This offer is a splendid opportunity for a very remunerative investment with very cheap fuel and water supply. A large pool of water in the plant will supply all of the water needed about the machinery. This is an opportunity rarely found for the manufacture of these products, being the best equipped and most modern of its kind south of the Ohio river. The sale of the property becomes necessary by reason of the death of the president and chief owner. This plant having direct switching connections with the L. & N. R. R., is also directly opposite and within a stone's throw of the very large and modernly equipped shops of the L. & N. R. R. Co., where a very large per cent. of the product should find a ready sale, besides the large local trade, including the Kentucky Wagon Manufacturing Co. For further particulars call on or address The Fidelity Trust Company, Louisville, Kentucky, until the 16th day of May, 1906, at which date the property will be sold at auction on the premises.

BUSINESS CHANCES

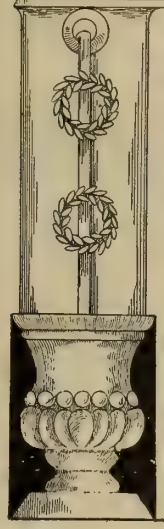
HARDWARE BUSINESS — Doing good trade; stock $6,500, may be reduced; owner has other interests; a splendid opportunity. Box 523, HARDWARE AND METAL, Toronto. [18]

HARDWARE—$3,500—Large town; one opposition. Box 519, HARDWARE AND METAL, Toronto.

THE largest and best paying hardware business in Western Ontario; stock will inventory $25,000; reasons for selling, owners have other interests. Box 522, HARDWARE AND METAL, Toronto.

THIS IS THE SHEET METAL AGE

THE GALT ART METAL CO LTD



OUR LINE

Galt "Sure-Grip" Shingles
Quick sellers, quick layers, best roof made.

Galt "Art" Sidings
Galvanized and painted. Very bold, handsome stone and brick effects. Heavy, prominent mortar lines and tuck pointing.

Galt Classik Ceilings
Harmonious designs, interchangeable parts. Easily applied, perfect finish.

Cornices and Skylights
Any design or style; work from architects' details our specialty.

Corrugated Sheets
And all accessories. Straight, true corrugations, all the latest touches in this very popular form of roofing and siding.

We want representatives in every place
Dealers should have our catalogues.

THE GALT ART METAL CO., Limited, Galt, Ont.

SITUATIONS VACANT.

WANTED—An experienced hardware clerk. C. M. Cutts & Co. [17]

WANTED—A first-class hardware clerk at once. Apply stating experience and salary required, to the Geo. Taylor Hardware Co., New Liskeard, Ont. [16]

WANTED—Hardware salesman experienced in all lines; careful stock-keeper; taking manner; must be able to start and close sales; steady job. With application state when can come, age, salary and send references. Box 521, HARDWARE AND METAL, Toronto.

A SMART, active man wanted for Saskatchewan who understands steam heating and plumbing; must be able to figure the cost of any job; to the right man full charge of this department will be intrusted. Apply Box 515, HARDWARE AND METAL, Toronto. [17]

RETAIL hardwareman wanted for Saskatchewan who has some knowledge of bookkeeping; state age, experience and references. Box 514, HARDWARE AND METAL, Toronto. [17]

FIRST-CLASS hardware clerk wanted; must be strictly right on builders' hardware and have some ability as a window dresser; good chance for a hustler; write me quick, stating wages, experience, etc. J. C. Wanless, Chatham, Ont. [17]

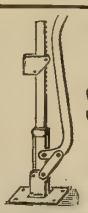
HARDWARE buyer wanted; must be thoroughly experienced, up-to-date and capable of systematizing this part of the business. Apply, giving references and stating salary expected, to Ross Bros., Limited, Edmonton, Alberta.

TRAVELER WANTED.

WANTED—Glass Traveller. Apply only by letter to the Consolidated Plate Glass Co., Toronto. [17]

METAL SHELF BOXES

DO you know that your customers are judging your stock by the general appearance of your store? It is absolutely impossible to keep your goods neatly arranged without using some kind of shelf boxes. Our system enables you to keep all goods of one kind together; you always know when your stock is running low, and you never have to tell a customer you are just out of what they want and then find the next day you had plenty in stock. The Bennett Metal Shelf Box has been on the market for years. Some of the best hardware stores in Canada have thrown away their old wooden boxes and put in our up-to-date metal box. Cameron & Campbell, Toronto.



COVERT MFG. CO.
Troy, N.Y.
Steel Carriage and Wagon Jacks
Harness Snaps, Chain, Rope and Web Goods, etc.
SOLD BY ALL LEADING JOBBERS.

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO
—Manufacturers of the celebrated—
"Saugeen Brand"
OF PORTLAND CEMENT
Prices on application. Prompt shipments

The Imperial Cement Co., Limited
Makers of the Celebrated Brand
"IMPERIAL" PORTLAND CEMENT
OWEN SOUND, ONT.

USE
"HERCULES" BRAND PORTLAND CEMENT
Manufactured by
THE GREY & BRUCE PORTLAND CEMENT CO.
OWEN SOUND
J. McLAUCHLAN, President.

STREET PAVING and SIDEWALKS a SPECIALTY
SILICA BARYTIC STONE CO.
OF ONTARIO Limited
Head Office:
Ingersoll, Ontario.
Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.
Walter Mills, General Manager
Ask for quotations for Septic Tanks.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
OTTAWA, - - ONTARIO.
Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

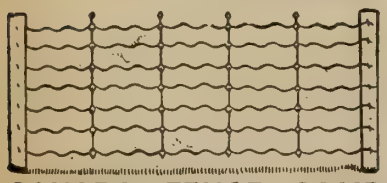
For sale by Jobbers Send for 1906 Catalogue



The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal *HAMILTON*
EASTERN AGENTS *ONTARIO*

DIAMOND BRAND



is guaranteed HIGHEST CARBON, Cleveland Coiled Spring Wire, biggest profit, we sell trade only. Car lots shipped direct from our Cleveland plant.

Write before buying.

DIAMOND GRIP
Pat. Jan. 1895

CANADA FENCE COMPANY LIMITED, LONDON, ONTARIO.

TO THE HARDWARE DEALERS:

LAFARGE NON-STAINING CEMENT

Fire Bricks and Fire Clay

Drain Pipe and Farmers' Tiles

Plaster

Mortar Color

Mortar and Brick Hods

Wheelbarrows.

Are as much in your line as any other article you sell. If you have lost sales in the past, make up for it now.

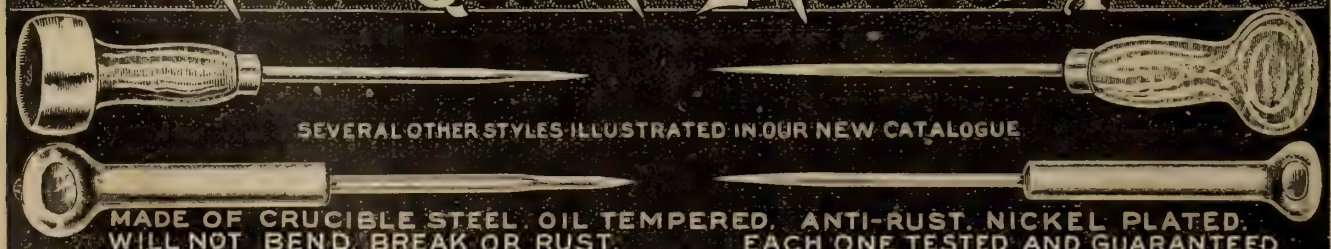
WRITE US FOR PARTICULARS

F. HYDE & COMPANY

KING, QUEEN AND WELLINGTON STS.

MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

"Dominion Brand"

IF YOU WANT TO **CATCH** THE TRADE AND **HOLD** IT,
HANDLE OUR QUICK-SELLING LINES OF

Tarred Felt, Roofing Pitch & Coal Tar

LOCKERBY & McCOMB, 65 Shannon St., Montreal

REGISTERED TRADE MARK
BRANTFORD ROOFING CO. LIMITED
"B"
BRANTFORD, CANADA

BRANTFORD "ASPHALT" and "RUBBER" ROOFING
ARE ALWAYS KNOWN UNDER ABOVE "TRADE MARK"
DURABLE — CHEAP — EASY TO LAY
SAMPLES AND PRICES FREE



Mr. Hardware Dealer—

You will increase your business handling the

MONTREAL BEAUTY NIGHT LAMP

Used in preference to gas and electric light for halls, bedrooms, bathrooms, cellars, etc. It gives a beautiful soft light, burns coal oil, **costs but ¼c. per night**; one filling will burn 40 hours without odor. Size 4 inches by 6 inches. Retail at 75 cts. Liberal discount to the trade. Correspondence invited. Agents wanted.

L. J. A. SURVEYER,
6 ST. LAWRENCE MAIN ST. MONTREAL

GET IN LINE FOR SUCCESS

Have you never felt the need for something better than wooden sifters? Have you never had any customers ask you for "one that lasts"?
If your customers do not know of the

Metallic Ash-Sifter

you should get in a stock and thereby acquaint them.
Do this and you will find a ready response from your patrons. The people do not pass by the best sifters, especially when they are not high in price.

C. M. CUTTS & CO.
Sole Makers, TORONTO JUNCTION, ONT.

ATKINS HIGH-GRADE SILVER STEEL SAWS



Will do more work in a day, and do it easier, than any other Saws. Because they are made right—of the right material—by workmen who "know how." Our name on every blade.

Insist on Atkins Saws

E. C. ATKINS & CO., Inc.
Home Office and Factory: Indianapolis, U.S.A.
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The Standard Ideal Sanitary Co., Limited

MANUFACTURERS OF

Porcelain Enamel Bath Tubs Lavatories Sinks Slop Hoppers

"MADE IN CANADA."

Write us at once if you want to secure

A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs, Sinks, Urinals, Latrines, Etc.**

Now ready for distribution and will be mailed on application.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

Head Office and Factory:
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HERE IT IS

The newest and best syphon jet closet on the market.

The salient points of advantage are: large water surface, the durability of ball cock, accessibility to clean, and beautiful finish.

The cabinet work can be furnished in natural, antique or Flemish oak, natural cherry, mahogany, bird's eye maple, etc.

Our Plumbers', Steamfitters' and Engineers' Brass Work is the Best



ASTORIA

The James Morrison Brass Mfg. Co., Limited
89-97 West Adelaide St. TORONTO

LAVATORY FIXTURES.
The variety and finish of our Bath Room Fixtures is unlimited.

PLUMBING AND STEAMFITTING

THE PLUMBING OF A COTTAGE

by J. A. F. Cardiff in the National Builder, Chicago.

ARTICLE IV. (Continued.)

Rain Leaders.

The term rain leader is applied to a vertical line of pipe used to conduct the water from the roof of a building.

When placed on the outside of the building, it should be constructed of sheet metal from the gutter on the roof to a point about five feet above grade. From this point to its connection with the house drain it should be of extra heavy cast iron pipe.

When located inside of the building leaders should be of extra heavy cast iron throughout their entire extent, and joints should be lead caulked gas and water tight. Wrought iron or steel pipe may also be used.

Outside leaders, where exposed to freezing weather, should be constructed of corrugated sheet metal; the corrugations permitting of enough play to take up the expansion of the water when frozen. Plain cylindrical or square sheet metal leaders are likely to burst with the expansion of frozen water.. The lengths of pipe are put together with loose slip joints.

When we consider the construction of sheet metal leaders, the necessity for their being trapped is apparent. Were they not trapped they would act as vents for the house drain, and if located near any windows or openings to the house would be dangerous, because of the foul air and gases ejected. The water seal should be maintained by means of a running trap located inside soil, waste and vent stacks and there is, therefore, no objection to the omission of the trap, although some authorities advocate, and the plumbing laws of many cities require, its installation. Fig. 24 shows the connection of an inside leader without a trap. It will be noticed that in the case of leaders connected to the house drain, as by this means the drainage system is thoroughly flushed during rain storms.

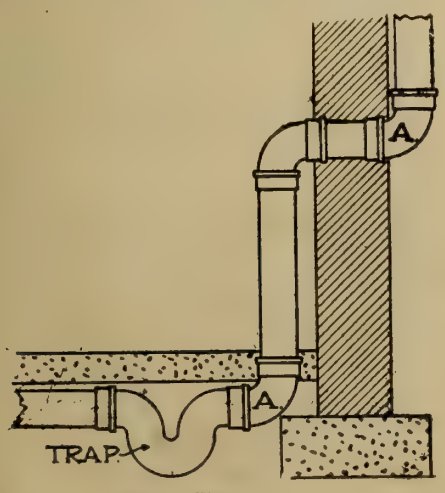


Fig. 23

of the building where it will be protected from frost. See Fig. 23.

When inside leaders are used, however, it would seem advisable to omit the trap and let the leader serve as a vent pipe also. It is constructed gas and water tight after the manner of er connections, the use of the short quarter bend "A" is permissible.

Fig. 25 at "B" illustrates a running trap constructed of quarter bends. The advantage this trap has over the ordinary running trap "C" is the depth of the water seal. In the event of a drought the water seal in the ordinary running trap, which is never over one inch, is likely to be broken through evaporation, thereby making the leader a temporary vent, while the depth of the water seal in the trap "B" would, in all probability, preclude such a circumstance.

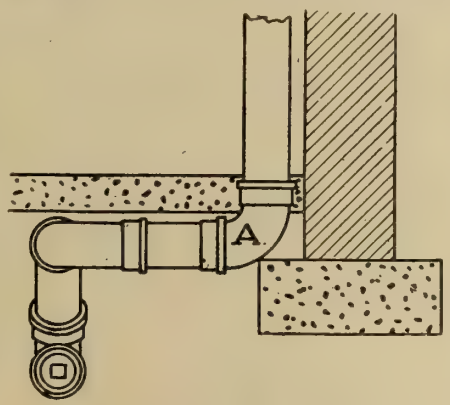


Fig. 24

Roof connections for inside leaders should be made by means of a short piece of heavy lead or seamless drawn copper tubing, soldered to a brass ferrule or nipple caulked or screwed into the iron pipe. The mouth of the leader should be protected with a wire basket so that leaves, etc., can not enter.

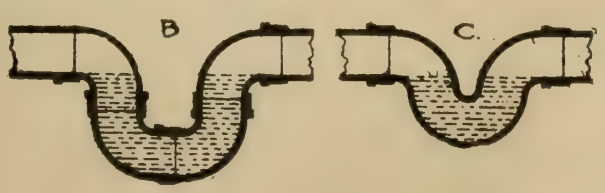


Fig. 25

Rain leaders should never be less than two inches in diameter and for cottages seldom need to be over four inches in diameter.

Occasionally leaders are discharged on the ground and sometimes are trapped and connected to the house sewer outside of the main trap. It is advisable, however, to have at least one, if not all leaders, connected to the house drain, as by this means the drainage system



Fig. 26

Yard, Area and Floor Drains.

The function of yard and area drains is to remove all rain water from the yards and areas.

The catch basin (Fig. 26) to which area or yard to be drained is graded, is connected to the drainage system in the same manner as rain leaders. The catch basin is a cast iron receptacle $10\frac{1}{2}$x$10\frac{1}{2}$x$8\frac{1}{2}$ inches, fitted with a removable cast iron grating and provided with an outlet for either three or four inch pipe as may be desired.

Yard and area drains, where possible, should be connected to a rain leader on the leader side of the leader trap (Fig. 27), rather than trapped independently, as in this way a more reliable water seal is secured. The flow of water in a leader being much heavier than in a yard or area drain, there is less chance of its water seal being broken through evaporation. When it is not possible to make such a connection, the yard and area drains should be trapped with running traps located inside of the building where they will be protected from frost. See Fig. 28.

Floor drains should never be used in cellars or basements unless arrangements are made to maintain a permanent water seal in the traps. They are useful in the event of water percolating the cellar walls during a severe storm or in the case of a main supply pipe bursting or a fixture overflowing and thereby flooding the cellar, but such accidents do not happen with sufficient frequency (any assertions of the cartoonist in the funny papers to the contrary notwithstanding) to insure a constant water seal.

The drain may be connected to a rain leader (Fig. 29) in the manner suggested for yard and area drains and the

ingress of sewer gas and foul air prevented by the seal maintained in that way, or it may be trapped independently (Fig. 30) and the seal maintained by flushing it periodically from a water

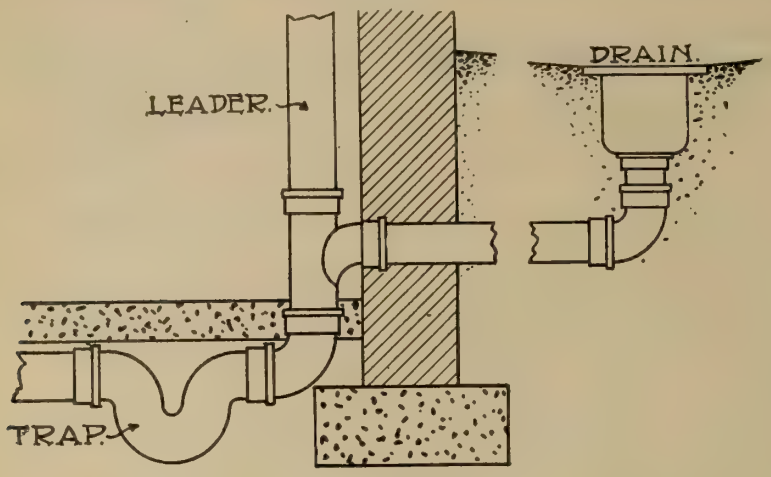


Fig. 27

supply pipe placed over the drain. The objection to the latter method is that the average housekeeper would not flush the drain with sufficient frequency, if at all, to secure the desired seal. For this reason, sanitary experts do not sanction the use of a running trap on a cellar floor drain. It is very rarely the case that the floor drain can

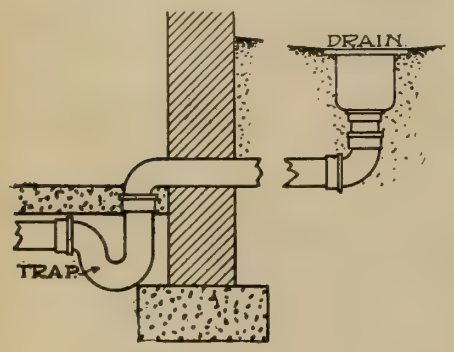


Fig. 28

not be controlled by the leader trap, and in such an instance it is advisable to omit the drain.

There are many ways in which the cellar walls and floor may be made impervious to water, and when they are so constructed there is no objection to omitting a floor drain.

When the drain is omitted the cellar

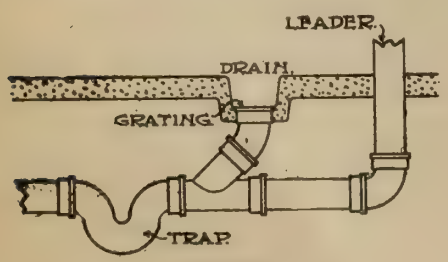


Fig. 29

floor may be graded to the main trap, and whenever there is water in the cellar the screw cap of the inside hub of the main trap may be removed so that the water can pass out that way.

Fig. 31 illustrates a cast iron cesspool with a bell trap, a very satisfactory drain where there is a sufficient flow of water to keep the seal unbroken. The top grating is made of malleable iron and the lower grating of cast iron. Both are removable. The trap is formed by the bell attached to the lower grating.

When floor drains are located in cellars or basements, a back water valve (Fig. 32) should be provided to guard against an overflow of sewage through the cellar drain in the event of the house drain becoming stopped up. The valve is made of cast iron, except the inside pipe and gate, which are of cast brass. The gate, which is hinged at the top, readily opens for the outflowing water but closes when there is a back flow from the sewer.

PIPE TROUBLES.

If, when a piece of pipe is screwed into a fitting, it is out of line, it is a very simple matter to determine, by turning the pipe a half-turn, whether the trouble is in the fitting or in the pipe. If the pipe then maintains its original alignment, the trouble is in the fitting; but if the pipe slants in the opposite direction, it is perfectly apparent that the difficulty is in the way the threads have been cut on the pipe. Crooked threads on pipe are usually threads that are cut by dies in stocks, and are caused by the fact that the distance between the die and bushing is too short. In cases where the bushing is badly worn, the die is quite as apt to cut a crooked thread as a straight one, as the bushing does not keep the die in alignment with the pipe.—Domestic Engineering.

TRADE NEWS.

J. H. Wilson, of the John Ritchie Plumbing & Heating Co., Toronto, who has been ill for some time, is improving slowly.

A. H. Richardson, who has been with the John Ritchie Plumbing & Heating Co., Toronto, has resigned, to become traveling salesman for the Dominion Radiator Co.

W. J. McGuire & Co., who have the plumbing contract for the new Traders' Bank Building, Toronto, are well advanced with it, having the roughing in work about completed.

The Plumbers' Brass Supply Co., 757 Queen street west, Toronto, are to remove on May 1 to larger quarters at 756 Queen street west, where a full stock of supplies for plumbers and fitters will be carried. The company is composed of Messrs. A. J. Jackson and F. A. J. Hunt.

Keith & Fitzsimons, Toronto, have the contract for the electric lighting fixtures for the Clifton House, Niagara Falls. Most of the fixtures will be specially constructed from the decorator's designs, and when the work is installed the whole effect will be one of the most artistic in the province. Work is to be finished by June 15.

LAUNDERED AIR.

In an office at Pittsburg, an apparatus has been installed in connection with the heating and ventilating system, whereby the air is washed and all dust and soot removed before it is put in circulation.

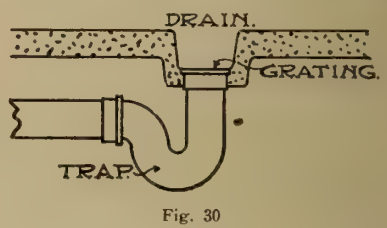
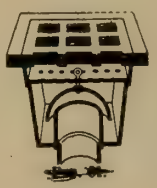


Fig. 30

A published account of this system has stirred the muse of a local paper, states the American Machinist, to perpetrate the following:

I can stand your tainted money, I can
stand your tainted grub;
I can drink polluted water and employ
it when I scrub,
But since noting this invention I shall
never, I declare,
Be content again with breathing anything but laundered air.

Give me clothing filled with shoddy, filled with microbes, if you will;
Let a million microbes bite me when I
touch a dollar bill;
Let the germs come swarming o'er me
when I take an easy chair,
But I pray you do not give me anything
but laundered air.


Fig. 31

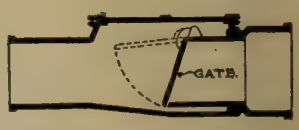


Fig. 32

If ozone can now be laundered, can't we
neatly crease it too—
Hand it round in snowy bundles like the
laundry people do?
Oh, I hope the time is coming when to
laundries we'll repair
Bright and early Monday mornings for
our week's supply of air.

THE HUMIDITY OF AIR IN BUILDINGS.

The necessity of ventilation for hospitals, schools and all public buildings is generally acknowledged. While it is to be regretted that provincial laws do not make ventilation compulsory, this is not of such great importance, for ventilation is generally given due consideration. The question of humidity, on the other hand, has been given but comparatively little attention, and is evidently not clearly understood.

The development of heating systems from primitive methods is interesting. One of the earlier, and in some respects one of the best, methods of heating and ventilation is the old-fashioned open fireplace. The draft produced by the large chimney and open fire gives ample ventilation, but the distribution of heat is necessarily poor, and as a heating system this method is most uneconomical.

Evolution of Ventilation.

Benjamin Franklin, realizing the deficiency of the open fireplace, designed the Franklin fireplace, which has been further modified and is still used as the Franklin stove. The next step in the evolution of the art was the closed stove, which, while it improves economy, sacrifices ventilation. A modification of the stove is the hot air furnace, which gives a certain measure of ventilation, though it is limited in quantity, and too unreliable to make its use permissible in large, densely peopled buildings. In addition it is often harmful to health owing to the unavoidable leakage of poisonous products of combustion. Owing to the low furnace temperature permissible, its economy is much below steam and hot water systems.

The next advance is marked by the introduction of direct radiation, using steam or hot water furnaces. Here again while a great advance in economy of operation has been made there is no provision for ventilation other than the leakage of fresh air through windows or doors. Owing to its cheapness this system has been extensively introduced, and as a result close, stuffy, steam-heated school rooms, offices and public buildings have doubtless increased materially the world's death rate. To remedy this defect various devices have been improved, with more or less success. The use of indirect radiation permits a certain amount of ventilation and elaborate systems have been devised on this principle. They are dependent upon such variable and uncertain conditions as the velocity and direction of the wind, and differences of temperature in and out of doors. On this account they failed to meet with any great measure of success wherever definite requirements of ventilation were expected. Aspiration shafts for removing foul air in connection with indirect systems have given more effective results. In the latter system radiators are placed in the vent flues to produce a draft by increasing the temperature of the foul air escaping. The cost of ventilation by this method is enormously expensive, for the foul air escapes at too high a temperature, and the use of vent shafts as substitutes for the fan is indefensible.

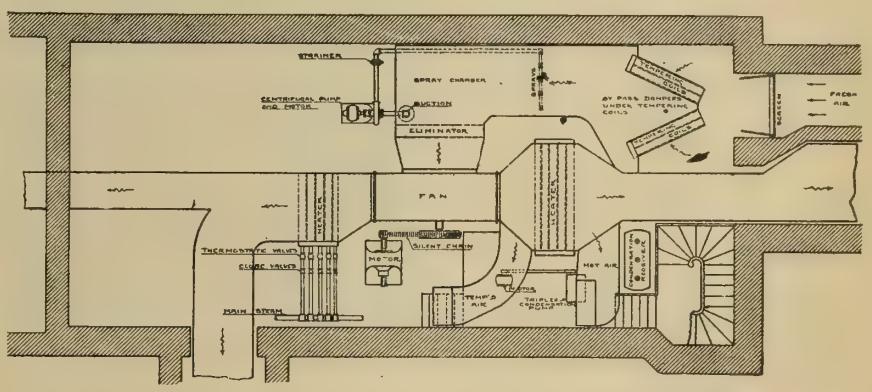
Moisture in the Air.

While ventilation with a fan is universally accepted in modern engineering practice, it is to be noted that even with this system no provision is ordinarily made to moisten the air. In schools and other public buildings the humidity of the air is of more consequence than is usually supposed. The amount of moisture which air can hold at saturation per unit of volume increases very rapidly with the temperature. At 70 degrees air will hold 8 grains of moisture per cubic foot, while at 32 degrees it can hold but 2 grains per cubic foot, and at zero only one-half grain. Air normally has a humidity varying from 50 to 70 degrees, while if much above or below these limits it becomes uncomfortable if not actually injurious to health. Hence, air at 70 degrees should contain from 4 to 5½ grains per cubic foot, while at zero it contains only about one-half grain, so that in the usual system of heating, while at zero outside the humidity of the air when heated to 70 degrees will be only 6 per cent. or less than the humidity of the driest climate on earth. It is this extreme dryness of the air in heated rooms without humidifying systems which produces many of the discomforts commonly noticed but not fully explained, such as extreme thirst, a parched feeling in the nose and throat, lassitude and headaches. The effect of dryness is also very harmful to the mucous membrane in the nose, throat and lungs, and may be considered a contributory source of many throat and pulmonary diseases.

In dry kilns results are secured by the use of this very principle. The kiln is heated to a higher temperature than the outside air, which makes it possible for the inside air to abstract moisture from the material to be dried. It is evident that our so-called modern heating systems are nothing more or less than dry kilns, and very effective ones when the outside temperature is low. With severe outdoor temperatures nearly all of the moisture is frozen out of the atmosphere, and when reheated there is a great capacity for evaporation, the indoor air being driest when the outdoor temperature is a minimum.

Regulating the Humidity.

From a hygienic standpoint it is evident that the means for regulating the humidity should be considered side by side with proper ventilation. The effect of humidity is, however, quite marked in every way and deserves consideration from an economical standpoint. If the thermometer bulb is covered with a damp cloth a drop of several degrees in temperature will ordinarily be produced. This wet bulb temperature may be termed the sensible temperature, as it is the temperature that the body feels. This sensible temperature is dependent upon the temperature of the air and upon its humidity. The less the humidity, the greater is the difference between the actual and sensible temperatures, while at saturation they are the same. It should be noted that it requires a much higher temperature in dry air than in moist air to maintain a given sensible temperature. For example, 65 degrees with normal relative humidity gives a sensible temperature of 58 degrees or the same sensible temperature as produced by an actual temperature of 76 degrees with 30 per cent., or 70 degrees with 46 per cent. humidity. This explains why one's feelings do not always correspond with the indications of the thermometer, and why rooms heated to an apparently high temperature are often uncomfortably cool. While a considerable heat is unavoidably absorbed in the introduction of additional moisture in the air, it may be shown that this is entirely offset so far as the ventilating air is concerned by the economy of the lower room temperature maintained, for as a lower room temperature means a decreased radiation loss there will be in this respect a distinct gain in favor of properly moistening the air.



An Air Washer and Humidifier in Connection with a Fan Ventilating System.

It is not the intention of this article to describe a system of ventilation and moistening which is suitable for private houses or small buildings, but only equipment satisfactory for hospitals, schools, churches, offices, bank buildings and large buildings in general.

Air Washing Apparatus.

Shafts extending through the roof of required size for the inlet of fresh air are more often than not impracticable, and when air is taken at the street level and, as sometimes happens, through sidewalk openings, dust and filth enter the flues and find their way into the rooms. Cheese cloth screens to be effective must be frequently replaced, as they are quickly clogged up. The act of replacing shakes more or less of the dust loose and often the screens are thrown to one side, because the janitor finds it too much trouble to look after them. Obviously any arrangement to be effective must be automatic, and this is true of the Buffalo air washer, which requires

less space than screens of cheese cloth or coke filters, is self-cleaning, and, by finely divided sprays, is claimed to remove all of the solid matter in suspension. A typical arrangement of the Buffalo air washer and humidifier is shown in the accompanying engraving, where an indirect steam heating system is used. This apparatus was finally perfected and patented a year ago by the Buffalo Forge Company, as a result of the excellent results obtained from installations in connection with fan heating and ventilating systems which had been in service for some time.

The air washer consists of a system of closely spaced spray nozzles, galvanized iron or copper baffle plates, eliminators for removing the water in suspension and the necessary casing and tank to make the apparatus air and water tight, clean and economical in operation and automatic, so far as any attention is concerned, except starting up the circulating water for the sprays whenever the heating system is put in operation. Patented spray nozzles are used, which instead of throwing the water in sheets separate it into an impalpable mist and are so designed that they will not clog up. The water-laden air impinges on zigzag continuous plates, which are constantly covered with a film of moisture.

By atomizing the water the amount which is required is minimized, and as all the water returns to the settling tank it may be recirculated. The extent and arrangement of contact surfaces are such that the resistance to the flow of air is negligible, and it is so compact that the whole apparatus takes up little more space than a bank of fan system heating coils. The baffle plates cleanse themselves, all the dirt passing to the settling chamber. City water pressure may be used for the sprays, or, when the water is recirculated, a small centrifugal pump supplies the necessary pressure. The same apparatus is used for cooling in Summer.

The Canadian Buffalo Forge Company control the patents of both the construction and the process in Canada and have successfully installed the system in the St. Paul's Hospital, Montreal, and the St. Boniface Hospital, St. Boniface, Man., besides other contracts under way in many places already equipped with ventilating apparatus. The system is a satisfactory solution of properly moistening the indoor air, by moistening the air supplied for ventilation. At the same time it not only supplies moisture, but in addition thoroughly cleans and purifies the air thus admitted, taking out all dust and removing such gases as are readily soluble.

LOSS OF HEAT FROM PIPES.

In a recent address before the Canadian Society of Civil Engineers, R. W. Leonard treated of the loss of heat from pipes carrying warm water, he having made experiments on 1-inch and 2-inch pipes, black and rusty black, or ordinary type on 2-inch pipe and 28 and 26 gauge, or 0.016 inch and 0.018 inch thick; on 2-inch lap-welded boiler tube, and on 1-inch welded galvanized steam pipe. The pipes were filled with warm water and exposed to air.

A 2-inch black pipe, 0.154 inch thick, containing 5 pounds of water, had a surface of 2.20 square feet, being 3.54 feet long. It cooled from 142 to 32 degrees Fahr., and lost heat at the rate of 124 British thermal units per hour in still air at 7 to 10 degrees Fahr. Cooled from 126 to 32 degrees, the loss was 112.6 units under the same conditions, and 217.3 units in an air current of 8 to 12 inches per second at 5 to 7 degrees Fahr. of temperature, thus showing the extreme importance of non-movement. In water at 32 degrees Fahr., the same pipe lost heat at the rate of 309 units per hour when cooled from 126 to 32 degrees, and at 269 units when cooled only from 116 to 32 degrees. In a current of only 1½ inches per second of water at 32 degrees, and cooling from 116 to 32 degrees, the loss was as high as 849 units per hour. Cooled from 142 to 32 degrees, a 2-inch pipe, only 0.095 inch thick, cooled at the rate of 136.7 units in still air of 7 to 10 degrees, of 385 units in still water at 32 degrees Fahr., and of 1,005 units in a current of 1½ inches per second. Thin galvanized pipes lost heat at higher rates, and thin-tinned pipes at still higher rates.

PLUMBING DISPLAY.

The accompanying cut shows the front of the plumbing shop of H. E. Hertner, Girard, Kansas, it being very striking both in the architecture of the building and in the arrangement of the display. As will be seen, the space available for display is divided between a model kitchen and a model bathroom. In itself this is by no means original, but it is seldom that the two displays can be made so attractive and so easily seen by the casual passer by on the street. Mr. Hertner's neat display is well known through the States and Canadian plumbers will study it with interest.

RETURNED APR 30 1906



An Attractive Plumbing Shop.

ENAMELED WATER CLOSET TANKS.

As the old-fashioned wood-rim bath tub and the unsanitary wood-encased lavatory have been forced to give way to the beautiful porcelain enameled roll-rim bath and the open, one-piece lavatory, so the wooden closet tank is likely to be supplanted by the handsome, sanitary and serviceable porcelain enameled tank. Except in the case of very cheap work, the indications are that the wood tank will shortly be seen no more, the enameled tank having been demonstrated to be so greatly superior to it in every way.

We have come to recognize sanitation as one of the most important elements of civilization, and are beginning to understand that articles made of wood have no place in the bath or toilet room. Dampness will crack the wood, and too much heat has a likewise injurious effect. It is, therefore, very evident that vitreous, glazed materials, such as porcelain enamel, are in every way superior to fixtures which have about them any parts of wood, marble or other porous substances. That the porcelain enameled tank is destined to become as popular and universal as the porcelain enameled bath tub goes without saying therefore. The public is taking more interest in matters pertaining to the bath, the health and cleanliness, and along with this interest more attention is bestowed upon the particular devices and equipment of bath and toilet rooms. We are made aware of facts and fundamentals relating to hygiene of which we formerly never dreamed. We realize as never before how plumbing and sanitation has advanced. We appreciate the dainty, immaculate bathroom, with its walls and floor of tile, its bath of pure white enamel, the dainty one-piece enameled lavatory and the porcelain enameled closet, which has proven to be such an important step forward in modern sanitary appliances. We therefore welcome the advent of the enameled closet tank, knowing that it will add to the health, cleanliness and beauty of the bath and toilet room.

The wood tank, as everyone knows, is very easily scratched, marked or defaced, the surface being polished or varnished and the polish will rub in cleaning. Moreover, the tank is made in several parts. The linings in wood tanks in most cases are of 8 or 10 oz. copper, through which the water will in time eat its way. When this occurs the wood is destroyed, the water leaking through the seams, destroying the polish and running over the floor of the bathroom.

The heat of the bathroom has a natural tendency to crack the woodwork of the tank, and it is on this account that so many wood tanks give way. When the closet is placed in a damp place, the dampness also causes the woodwork to crack.

The great advantage of the enameled tank is that it is made in one solid piece (the top of course being separated) and is enameled both inside and out, making it an ideal fixture for the service to which it is put, as it becomes as it were a porcelain water vessel, and does not sweat, crack nor craze; is not affected by heat or cold; it has no lining to weaken and break away, creating leaks, and can be readily cleaned both inside and out. The beautiful design and finish of the porcelain enameled tank make it a most attractive article. In short, the advantages of the enameled tank are the advantages of the china water vessel over one of wood and copper.

The Standard Sanitary Mfg. Co., Pittsburg, has designed and placed on the market several different styles of porcelain enameled tanks for low-down closets. The tanks are made in various attractive designs and can be furnished for syphon jet, syphonic or wash-down closets. It did not take the pub-

lic long to recognize the advantages of the enameled tank, as many of the finest office buildings, hotels, private residences and railway stations in the country are already equipped with the fixture.

In the matter of cost the enameled tank is slightly higher than the wood tank, as the former is coated both inside and out with a heavy body of porcelain enamel. Moreover, the life of the wood tank is short, while the enameled tank will in the ordinary course of events last a lifetime. The greatest feature of the new tank, however, lies in its enhancement of sanitation. It is another demonstration of the uses to which porcelain enamel may be applied in the equipment of the bath and toilet room. Its advent is especially notable, being significant of the advancement of taste and knowledge of practical sanitary equipment, the discarding of the false and unsanitary for the durable and sanitary.

STOPPAGE IN GAS MAIN.

A curious stoppage in a gas main which had been in continuous use for over forty years without having given trouble was unearthed recently by E. H. Yorke, superintendent of the Portland (Me.) Gas Light Company, after much excavating. The trouble was found to have resulted from the fact that when the main was laid the spigot end of a length of pipe not having been forced up against the shoulder of the bell when the joint was yarned, the yarn was driven through the opening and formed a network over the entire area of the end of the pipe. This yarn served as a screen to arrest the naphthaline carried in the gas flow, and a deposit had formed until it effected a complete stoppage.

GAS AND ELECTRIC SPECIALTIES.

The Frederick-Elder Co., of Pittsburg, Pa., invite those who handle gas and electric supplies to write for their catalogue and prices. Some artistic goods are shown in the booklet.

THE BEST CARBIDE.

At the acetylene congress recently held at Liege, Belgium, several interesting discussions arose on the subject of impurities in calcium carbide. It was pointed out, as has always been claimed by the American carbide producers, that the employment of pure limestone, free from phosphates, in order to avoid the introduction of phosphate into the carbide, would in many cases greatly increase the cost of production. The Acetylene Journal asserts that it is well known that American consumers of carbide have the benefit of the best product of that kind in the world. What may not be so well known is that the respect in which American carbide differs from the European is in the use of a select and costly grade of lime stone which insures maximum purity of the product.

J. H. Knight, of Toronto, has begun work on an eleven thousand dollar sewer contract in Welland.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, April 27, 1906.

Everything is alive and large wholesale houses are busy as possible sending rush orders to all parts of the country. This is occasioned by the building activity which has been generally in vogue and which has so stimulated early Spring orders. A slight touch of cold weather had no deterrent effect and the trade is increasing in volume every day.

A notable development is observed in all the scientific apparatus for modern plumbing and ventilation, which is selling freely. All the large factories are being equipped with modern accessories for healthful comfort of the employees.

RANGE BOILERS—Constantly increasing trade and great activity. Our quotations are as follows: Iron clad, 30 gallon, $5.00; 40 gallon, $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

IRON PIPE— The high prices hold permanently and the tendency is towards greater strength. We quote: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Demand is increasing every day. Prices are firm and have a tone tending towards advancement. Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

IRON PIPE—The mills are all busy and the demand appears to be increasing on all sides. No abatement is looked for and prices are firm. We quote: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $550; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27.00; 2 inches, $36.50;; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12.00; 3-4 inch, $15.00; 1 inch, $22.00; 1 1-4 inches, $30.00; 1 1-2 inches, $36.00; 2 inches, $50.00. The discount for black pipe is: 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Navigation on the rivers is open and shipments are large. Activity rules in these lines. No change in price is reported. We quote: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Tin is still regulating to some extent the price of solder, but prices continue high for the former and there is every prospect of the maintenance of firm prices. No change has taken place in prices. Our quotations are as follows: Bar solder, half-and-half, guaranteed, 22 3-4c to 23c.; No. 2 (wiping solder), 18c.

ENAMELWARE—No change in prices. We quote as follows: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.15, special, $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, April 27, 1906.

The demand for all plumbing supplies has become very great, so much so that many jobbers are having trouble in getting out anything near like a complete order and are compelled to send part shipment here and there just to keep customers going. This demand is particularly difficult to meet in enamelware and malleable iron fittings although the manufacturers of these goods are running day and night.

Toronto plumbing is still rather quiet, but the amount of building being done must soon make itself felt in the trade.

All prices remain the same as previous quotations.

LEAD PIPE—A large amount is being sold. Prices firm, no change. We quote: Lead pipe, 8c., discount, 20 per cent.

SOIL PIPE AND FITTINGS — The volume of business being done is very heavy all over the province. Prices remain the same. Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Prices remain the same, with the usual large demand. We quote: Black, 1 in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS—A difficulty is found in getting enough to supply the demand. Prices continue same as previous quotations. We quote as follows: Cast iron elbows,

tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

GALVANIZED IRON RANGE BOILERS—A goodly amount is being sold for future delivery, but present business continues quiet. There are no price changes. Our quotations are as follows: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallons, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11.00; extra heavy, $14.00; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—Not many radiators are going out just now, but the indications are that a lot will be used this year. We quote: Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.

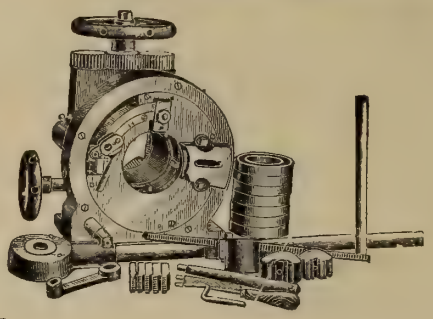
SOLDER—Prices are quite firm at present quotations and considerable is being asked for. Bar solder, half-and-half, guaranteed, 23 1-2c., and wiping at 21c.

ENAMELWARE—Great difficulty is still experienced in getting supplies, the output not being equal to the demand. We quote: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special, $22.40. Fittings extra.

ALUMINUM SOLDERING.

While it has been found that aluminum can be soldered, still it cannot as yet be done so easily or so successfully as can other metals. Experiments have shown that the problem does not altogether lie in the solder, but in cleaning the aluminum, which oxidizes almost as quickly as it is cleaned. The oxide is in a thin white film, which from its lack of color is scarcely apparent. Nevertheless it does exist, and were it not for its presence there would be no greater difficulty than there is in soldering tin. The problem, then, is to find a suitable flux to mix with the solder, and as far as the solder is concerned the less lead in it the better, as lead does not readily alloy with aluminum. Although ordinary half and half solder has been found successful with aluminum in some cases, pure tin works better.

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We *must* be sure of our pipe's quality to brand a trade mark into the hot metal itself.

The point is to get *you* as sure of P.-H. Pipe as we are—that's why we brand it where you can see the brand.

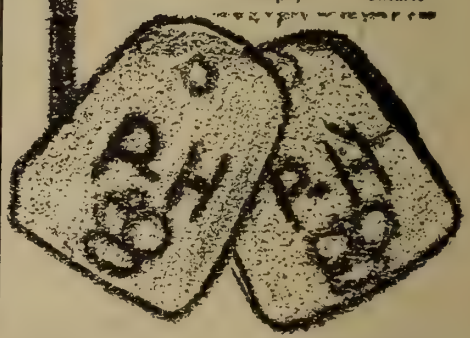
No dodging responsibility then, is there?

When you make up your mind that quality in pipe is worth paying for—and that nothing but quality *is*—then we will show you that *absolute* quality doesn't imply higher cost.

P.-H. Pipe, even with the guarantee back of it, competes in price with the may-be goods. Will you read the book that tells why Your copy waits for your call.

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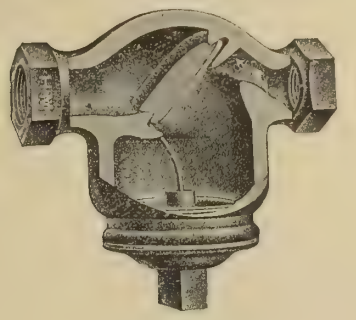
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When the water supply comes through the water works filter, plumbing fixtures are very well protected from sediment; but it occasionally comes direct on account of the filter being out of order or in cases of fire, and something is needed to protect the fixtures then.

The Mueller Water Strainer will strain the sediment out of unfiltered water. It gives protection to the plumbing fixtures on all occasions, whatever the condition of the water supply.

The Mueller Water Strainer is made of cast iron, has a brass gauze screen and brass plug, and is made for all sizes of pipe up to 3 inch.

Each strainer is carefully inspected and assembled, bears the Mueller trade mark and is *unconditionally guaranteed*

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A sanitary fixture sold under the "Standard" guarantee label is absolutely the best for the particular use for which it is designed and planned. We manufacture a complete line of Range Closets, Urinals, Drinking Fountains, Sectional Lavatories for all kinds of Public Institutions.

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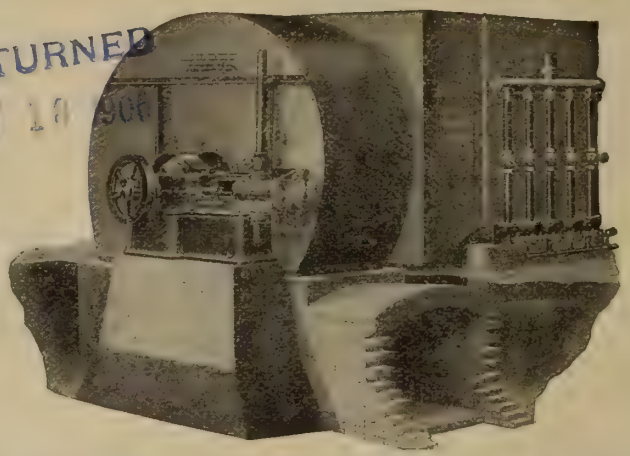
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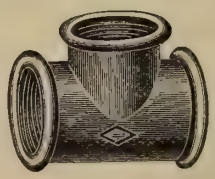


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MONTREAL, CANADA





TRADE MARK REGISTERED

DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The Oshawa Steam and Gas Fittings Co. Limited

Stocked by all Leading Wholesale Houses.

SPECIALTIES

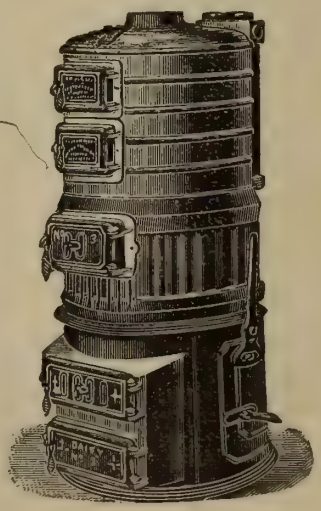
Hot Air Furnaces. Sash Weights and Washers.

Fine Grey Iron Castings.

OSHAWA, - CANADA

IMPROVED

Daisy Hot Water Boilers



Simplest in Construction.

Economical, Efficient.

Sales exceed all others.

Every Boiler Guaranteed.

We also carry large stocks of Iron Pipe, Cast and Malleable Fittings, Brass Goods, etc., insuring prompt shipments.

Send us your rush orders and note results.

R. J. CLUFF & Co.

50 and 52 Lombard Street, Toronto.

ONTARIO AGENTS FOR
WARDEN KING & SON, MONTREAL

Ten Sizes in the "B Series"—capacity from 280 to 3,500 square feet—and every rating guaranteed.

What house-heating job will you ever get that the Oxford Hot Water Boiler can't take care of best?

What profit can you make as surely and safely as with this line of boilers and our willing help in pushing the line for your good?

What talking points could be imagined that the "B Series" hasn't got?

What keeps you from knowing all about the boiler that pays you best any way you look at it?

Asking us brings you all you want to know—wouldn't it pay to do the asking right now?

NOTE.—Ask for illustrations and prices of this Boiler fitted for generating steam.

The Gurney Foundry Co., Limited

We also manutacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Hot Water and Steam Boilers and Radiators, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta. 158

Phone No. Parkdale 1809

Post Office and Telegraph Address Swansea

The Dominion Sewer Pipe Co., Limited

Swansea, Toronto, Ont.

This is a good time to order your stock.



VITRIFIED SALT GLAZED

SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

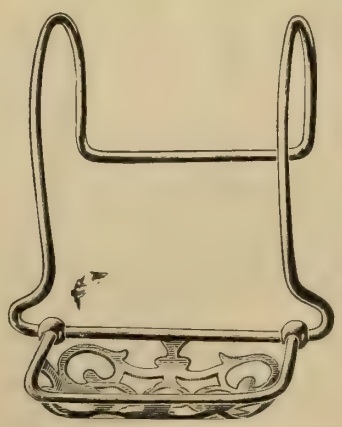
The Dominion Sewer Pipe Co., Limited

Works: Swansea, Toronto, Ont.

QUALITY TORONTO FINISH

A NEW SOAP DISH!

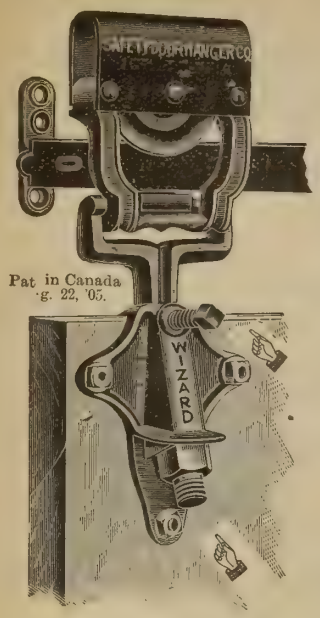
AT MEDIUM PRICE



No. 325 in our new Catalog "B 2"

THE CARRIAGE MOUNTINGS CO., Limited

TORONTO



Come!

You know the trade wants the best hanger! You know valuable time is lost experimenting with ordinary hangers.

We offer you the greatest hinge hanger ever invented—the

WIZARD ADJUSTABLE

The Wizard has the proud distinction of being the only Adjustable Hinge Hanger on the market. Besides it is finished nicer than any other hanger, and each pair is packed complete with bolts.

Its fame is fast spreading and builders everywhere are asking for the "Wizard."

Get in line for profit.

MADE IN CANADA BY

Safety Door Hanger Co.
HAMILTON, - ONTARIO

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

HARDENED AND TEMPERED

SPRINGS

Send Specifications to ——ANY SHAPE.

The WALLACE BARNES CO., BRISTOL, Conn.

NEW CATALOG JUST ISSUED.

The most light for the least money

C. G. E. INCANDESCENT LAMPS

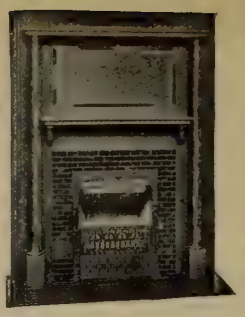
LONG LIFE **EFFICIENCY** **RELIABILITY**

Write for prices and quantity discounts.

CANADIAN GENERAL ELECTRIC CO., LIMITED

HEAD OFFICE: TORONTO, ONT.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland.



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO



Kerr's "Copper-Alloy" Disc

GLOBE VALVES

are superior to any other disc valves on the market for high steam.
This is a very superior valve, at a moderate price.

The KERR ENGINE CO.,
Manufacturers Limited
WALKERVILLE - ONTARIO


"SILEX" SELF-FEEDING GREASE CUP

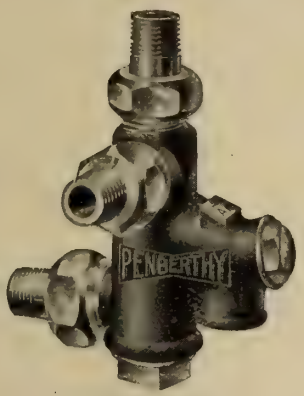

"SULTAN" FOR GAS ENGINE CYLINDERS


"SANCHO" SIGHT FEED OILER


SLIDE TOP GLASS OILER


SAFETY FOR CRANK PINS

CENUINE



AUTOMATIC INJECTOR

BY TEST THE BEST


"SALUTE" FLUSHING OILER



POLISHED BRASS PLAIN ENGINE LUBRICATOR



"SATURN" PLAIN COMPRESSION GREASE CUP

REMEMBER

We manufacture everything in

Oil and Grease Cups

WRITE FOR CATALOG

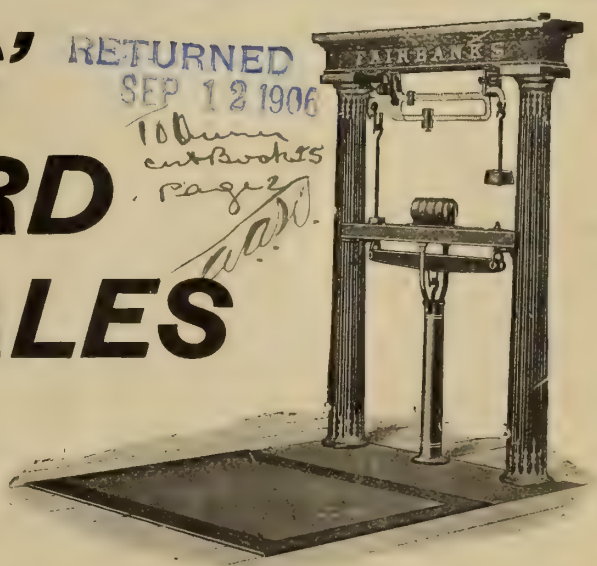
MANUFACTURED BY

PENBERTHY INJECTOR CO., Limited, - WINDSOR, ONT.

FAIRBANKS' STANDARD SCALES

RETURNED SEP 12 1906





Their reputation is world-wide.

Their accuracy, durability and sensitiveness is unquestionable.

We manufacture every conceivable kind of weighing apparatus, and can furnish you with any kind of scale, from the smallest postal scale to the largest railroad track scale.

THE CANADIAN FAIRBANKS CO., Limited

MONTREAL. TORONTO. WINNIPEG. VANCOUVER.

Think of the Necessity

of always having on hand a supply of our **Ready Roofing, Sheathing, Tarred Felts, Building Papers, Wrapping Papers.** Our goods are standard. You know that.

"BLACK DIAMOND"



TARRED FELT,

3 BRANDS YOU OUGHT TO TRY

"JOLIETTE" and "CYCLONE" Brands of Sheathing

PARTICULARS SENT WITH PLEASURE

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

April 28, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire s to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$41 00 $42 00

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
I C, 14 x 20 "	8 00
I C X, 14 x 20 base	9 50
Famous equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I C X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
X, 14 x 20 "	5 75
X X, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	7 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
I X., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, " }	7 00
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	2 43
Refined "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 75
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 30
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"I" " warranted		0 14
"O" "		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard	0 08	0 09
Crucible Steel Co.—		
Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 45
No. 1 Monarch	0 30
"King" Anti-friction	0 20
Fleur-de-lis Anti-friction	0 15
No. 1 Thurber	0 12
Philadelphia	0 10
Canadian	0 07
Hardware Babbit No. 1	0 10
" " " 2	0 08
" " " 3	0 06½

Discount 20 to 30 per cent. according to size of order.

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	
14 gauge		2 55
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 70
22 to 24 gauge	3 70	3 75
26 "	3 95	4 00
28 "	4 20	4 25

Apollo.

10½ oz. (American gauge)	4 20
28 gauge	3 90
26 "	3 65
24 "	3 40

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 45	....	3 40
22 to 24 gauge	3 60	3 85	3 65
26 "	3 90	4 10	3 90
28 "	4 15	4 35	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		7 00	10 00
" ¼ "			5 60
" 5-16 "			4 45
" ⅜ "			3 85
" 7-16 "			3 70
" ½ "			3 55
" 9-16 "			3 45
" ⅝ "			3 35
" ¾ "			3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	[count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots		20 50

Bars.

Cut lengths, round, ¼ to ½ in.		26 00
" round and square,		
Cut 1 to 2 inches	25 00	26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	7 25	7 50
Domestic " "	5 50	5 75

ZINC SHEET.

5-cwt. casks	7 50	7 75
Part casks	7 75	8 00

LEAD.

Imported Pig, per 100 lb	4 40	4 50
Bar, "		4 65
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05⅝

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Cookson's per lb	0 22	0 23

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$19 65		17 65
5 feet "	20 65		18 65
5½ " "	22 15		20 15
6 " "	24 90		22 90
Plate E II			
5 feet 2½ in. "	19 15		17 15
5½ " 2½ " "	20 65		18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	20 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E300.	65 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings, 60; nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Size	Galvanized
⅛ inch	2 09	⅛ inch	2 92
¼ "	2 09	¼ "	2 92
⅜ "	2 42	⅜ "	3 27
½ "	3 05	½ "	4 20
1 "	4 37	1 "	6 20
1¼ "	5 96	1¼ "	8 21
1½ "	7 15	1½ "	9 86
2 "	9 54	2 "	13 14
2½ "	14 50	2½ "	21 80
3 "	19 00	3 "	28 60

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves. discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 75 per cent.

No. 1 compression bath cock	net 1 75
No. 4 " "	" 1 90
No. 7 Fuller's	" 2 35
No. 4½, "	" 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon net	25 00
" 35 " "	29 00
" 40 " "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34.00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND EBONY HANDLED RAZORS



FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

½-lb. per lb.	0 37
2-lb. or over "	0 34

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 22	0 23
Wiping	0 18	0 20

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

DRY WHITE LEAD.

Barrels	5 75
100-lb. pkgs	6 00

GROUND WHITE LEAD IN OIL. Per 100 lbs.

Pure	6 25
No. 1	5 90
No. 2	5 65
No. 3	5 30
No. 4	4 75
Munro's Select Flake White	6 50
Elephant and Decorators' Pure	6 30
Tiger brand, pure	5 75
Monarch	5 75
Essex Genuine	5 75
Brandram's B. B. Genuine	7 50
"Anchor," pure	6 00
Sterling Pure	5 75
Island City Pure	5 75
Ramsay's Pure Lead	5 75
Ramsay's Exterior	5 50
'Crown and Anchor," pure	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$5 75
Genuine, 100 lb. kegs, "	6 00
No. 1, 560 lb. casks, per cwt	5 50
No. 1, 100 lb. kegs, per cwt	5 75

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 07
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co's pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls	0 55 0 65
Island City House Paint	1 25
" Floor "	1 25
Martin-Senour Co.'s 100 p.c. pure, gal.	1 35
" " " " ¼ gal.	1 40
" " " " ½ gal.	1 45
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown Anchor"	1 20
Senour's Floor Paints gal.	1 20

PARIS GREEN.

600-lb. barrels	
250-lb kegs	
50 and 100 lb. drums	
25 lb. drums	
1 lb. paper boxes	
½ lb. tins	
½ lb. paper boxes	
¼ lb tins	

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls.	1 50
Bulk in less quantity	1 80
Bladders in bbls.	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90

Elastilite varnish, 1 gal. can, each.. 2 00
Granitine floor finish, per gal 2 75
Maple Leaf coach enamels; size 1, $1.20 size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.
Canada Paint Co's sun varnish 2 00
Conaline, per gal. can 2 00
"Kvanize" Interior Finish..... 2 40
"Flint Lac" coach 1 80
"Gold Medal," per gal., in cases.. 2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; 5 per cent. discount. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads. per lb.

Best thick brown or grey felt wads, in ½-lb. bags $0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
thick white card wads, in boxes of 500 each, 10 gauge 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,000 each, 10 gauge 0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.
11 and smaller gauge 0 60
9 and 10 gauges 0 70
7 and 8 " 0 90
5 and 6 " 1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—
11 and smaller gauge 1 15
9 and 10 gauges 1 40
7 and 8 " 1 65
5 and 6 " 1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00

" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

	Per cent.	
Carriage Bolts, common ($1 list		
" " ⅜ and smaller	60	and 10
" " 7-16 and up	55	and 5
" " full sq. ($2.40 list)	60	
" " Norway Iron ($3 list)	70	
Machine Bolts, all sizes, ⅜ and less	55	
Machine Bolts, 7-16 and up	55	and 5
Plough Bolts	55	and 5
Blank Bolts	55	and 5
Bolt Ends	55	and 5
Sleigh Shoe Bolts	70	
Coach Screws, cone point	70	and
Nuts, square, all sizes, 4c. per lb. off.		
Nuts, hexagon, all sizes, 4½c. per lb. off.		
Stove Rods per lb., 5½ to 6c.		

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 42½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 400 "	1 00
Oiled " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50
"Surprise" White Sheathing	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50	8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1 000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,0 0	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45 3 75
White lump per cwt.	0 60 0 65
Red	0 05 0 06
Crayon per gross	0 14 0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

Paterson's Wire Edged Ready Roofing

(RED STAR BRAND)

FIRST IN QUALITY
FIRST IN DURABILITY
FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing. Don't you want to know how you can easily secure their profitable orders?

The Paterson Mfg. Co., Limited
Toronto and Montreal.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 60 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	66⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
100 to 110	....	27 50

For less than 100 feet of one size, pane at less 33⅓%. Terms 90 days net 2½ 30 days.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 55 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60; 5-case and over $3.50.

HEAD HALTERS.

Jute Rope, ½-inch	per gross	9 00
" " ⅝ "	"	10 00
" " ¾ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10

Sledge.

Canadian	per lb.	0 07 0

Ball Pean.

English and Canadian, per lb.		0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00 4 00
Store door	per doz.	1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00 1 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel Kink hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge— to 10 in.	per 100 lb.	4 50
12 in. up	"	25
Spring, No. 20, per gro. pairs		10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00 4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list } Oval
M.R.M. Co. brand, 55 per cent. } Head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base		3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock

American	per gross	0 60

KNOBS.

Door, japanned and N.P., per doz		1 50 2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$3 95 to $5 00
Star, 12 to 16-in cut	2 75 to 3 05
Daisy, all sizes	2 50
Woodyatt, ball bearing, 12 to 20-in	5 60 to 7 45

Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21, 23, 25.. $10 00 14 00
10½ in. ball bearing 12 to 20. 5 50 6 75
9 in. 3 or 4 knives 2 75 3 25
10½ in. high wheel 3 75 4 75
8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20 5 60
Galvanized	"	1 87 3 85
King, wood	"	2 75 2 90
King, glass	"	4 00 4 50
All glass	"	0 50 90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am.	per doz.	0 50 6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire.
2d	3 70	3 15
3d	2 85	2 80
4 and 5d	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 10

F.o.b. Montreal. Toronto 10c. higher.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross		3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	6 75
Plumbers	"	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 5 per cent. off.
Malleable, discount 25 per cent

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen		6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 per cent.
2-in. Mesh 16 w.g. 60 per cent.
Smaller than 2 in. dis. 55 per cent

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
man ..... " 0 60 0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz. 0 55 1 00
Axle ..... " 0 22 0 33
Screw ..... " 0 22 1 00
Awning ..... " 0 35 2 50

PUMPS.

Canadian cistern 1 40 2 0016
Canadian pitcher spout ... 1 80 3

PUNCHES.

Saddler s .. ..per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RAKES.

Wood.....per doz. net 1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 7o
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros " Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Kivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal..... 0 10½
Pure Manilla 0 15
"British" Manilla..... 6 11½
Cotton, 3-16 inch and larger 0 21 0 23
" 5-32 inch 0 25 0 27
" ⅛ inch 0 25 0 28
Russia Deep Sea 0 16
Jute..... 0 09
Lath Yarn, single 0 10
" double 0 10½
Sisal bed cord. 48 feet.....per doz. 0 60
" " 60 feet..... " 0 75
" " 72 feet..... " 0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 75
" No. 50, nickle-plated, " 0 80
Common, plain..... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
"Eureka" tinned steel, hooks " 8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's...per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb. 2 00 2 25
Solid ..... " 1 50 1 75

SASH CORD.

Per lb..... .... 0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

SQUARES.

Iron, No. 492 .....per doz. 1 90 2 25
" No. 493 ..... " 2 40 2 55
" No. 494 ..... " 3 25 3 40
Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita.....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	...	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... " 7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½ and 12
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and spanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz..... 3 00 15 00
Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.
German.....per doz. 4 75 5 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply ...	....	0 29
Mattress .....per lb	33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 15
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING

Galvanized barb..... .... 2 60
Galvanized, plain twist 2 7o
Galvanized barb, f.o.b. Cleveland, $2.42½ to small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS.

Leader, 11 in.....per doz.	32 00
Royal Canadian, 11 in. "	29 00
Royal American, 11 in.	29 00

Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

When you buy Canadian-made goods you increase your own sales.

Buy these Brands of FILES and RASPS

MADE IN CANADA

AMERICAN -- ARCADE -- EAGLE -- GREAT WESTERN
GLOBE -- KEARNEY & FOOT -- McCLELLAN -- J.B.SMITH

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We have a full assortment of all sizes from 1-8 in. to 6 in.

ALL READY FOR SPRING TRADE

MAIL YOUR ORDERS TO

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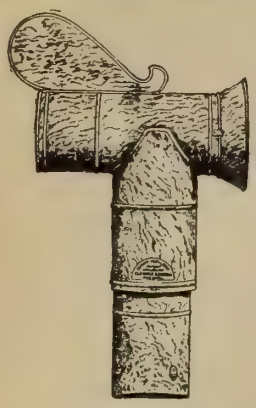
Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Ironsides, Son & Dyckerhoff, London, Eng
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Oneida Community, Niagara Falls.
Page Wire Fence Co., Walkerville, Ont.
Western Wire & Nail Co., London, Ont.
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Business Getters for Tinsmiths



Are there any defective chimneys in your locality?

Then it is your chance to ge business.

THE

ZEPHYR Ventilator

saves the expense of building a high chimney.

It is so constructed as to guarantee a perfect draft and, therefore, easy combustion.

By using the ZEPHYR, it is possible to burn soft coal with the best results.

The smoke is easily drawn off, enabling an even heat to be generated.

THE ZEPHYR IS STRONGLY PUT UP AND WILL RESIST ANY STORM.

This is what others think of it :

MONTREAL, June, 1901.

Messrs. J. W. HARRIS Co., Lt'd.,

Dear Sirs,

We have been using two (2) of your "AEOLIAN" Ventilators for the past three years, and would say that they have given entire satisfaction and are certainly all that you claim for them.

Yours respectfully, WARDEN KING & SON.

We manufacture and guarantee :

The Harris Filter
The Aeolian Ventilator,
The Zephyr Ventilator,
Expansion Conductor Pipe.

The J. W. HARRIS COMPANY, Limited

Successors to LESSARD & HARRIS

Contractors ***MONTREAL***

Wall Paper

Special Designs and Colorings

FOR

Churches and Lodge Rooms

For Churches

An effective and suitable Wall Paper, especially designed in a decorative fleur-de-lis pattern in rich, chaste colorings. Prepaid samples on application.

For Masons
For Knights of Pythias
For Odd Fellows

Special and separate designs for lodge rooms, introducing the mystic symbols of each of the three fraternities mentioned above. In four rich shades —blue, green, red and brown. Samples prepaid if you write for them.

TRADE ONLY UPPIED

STAUNTONS LIMITED

of Toronto, Ont.

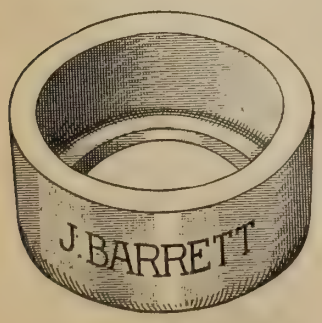


Wrought Steel One-Piece Screens

For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches,

Hart & Cooley Co.

New Britain, Conn., U.S.A.



HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00	per 100
3-in.	"	$7.00	" 100
3½-in.	"	$8.00	" 100
4-in.	"	$9.00	" 100

Complete list on request

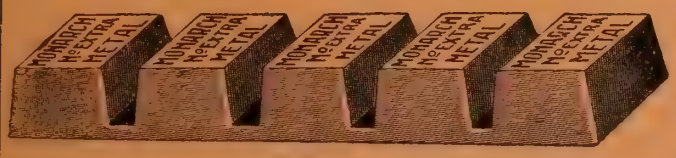
CAN YOU

Dress a Window or Write an Ad?

Then don't forget our offer of Special Prizes for the Best Seasonable Window in April and the most effective ad. of hardware lines appearing in April and sent us before May 1.

Particulars were given in Hardware and Metal a week ago.

ROBERTSON'S



MONARCH No. 1

A RELIABLE BABBIT

manufactured by a reliable firm. Contains a large percentage of

Tin, Antimony. Copper

with sufficient lead to act as a lubricant requiring the minimum of oil.

It Keeps Bearings Cool

Stands heavy pressure and high speed.

Price, 30cts. per lb.

TRY IT

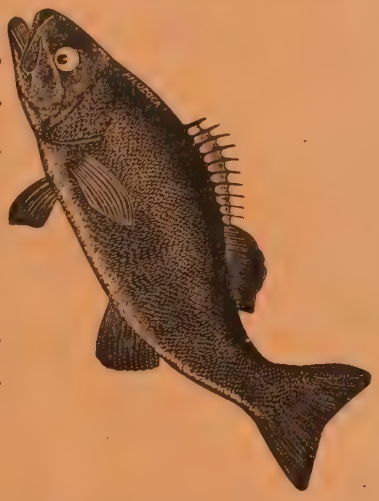
The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE--Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

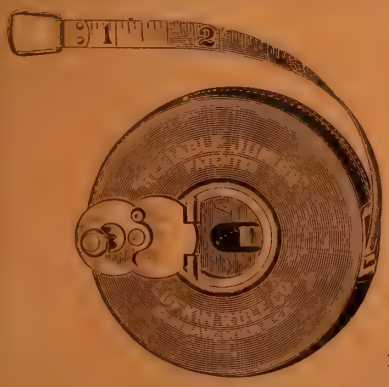
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



We can quote favorable prices on the following goods for shipment from the United States :—

"Apollo" Galvanized Sheets.
Black Sheets, Bessemer and Open Hearth.
Range Steel, Pickled Sheets, etc., and different qualities suitable for all purposes.
Polished Sheets of different grades.
Coke and Charcoal Tinplates.
Black Plates.
Taggers.
Terne Plates
Large Tinned Sheets.
Galvanized Canada Plates.
Black Canada Plates.

Send us your enquiries

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

DOMINION OF CANADA SALES AGENTS

United States Steel Products Export Company,
Sheet Steel and Tinplate Department, NEW YORK.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

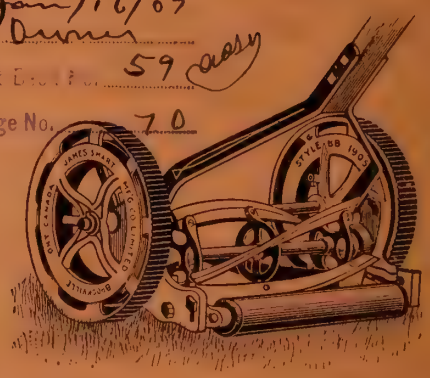
THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.



Lawn Mowers are again in season and the BROCKVILLE line claim your attention for their beauty, usefulness and special value. Every variety is included in the list: High Wheels, Medium Wheels, Low Wheels, Ball Bearings, Plain Bearings, Three Blades, Four Blades, Five Blades. All particulars in Catalogue. Inquiries and orders solicited from ALL DEALERS.

The JAMES SMART MFG. CO., Ltd.

BROCKVILLE, ONT. and WINNIPEG, MAN.

Retail Hardware and Stove Dealers' Association of Ontario Convention, May 15 and 16.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, MAY 5, 1906 NO. 18.

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
For Sale by Leading Wholesale Houses.

CANADA

MORE POPULAR THAN EVER

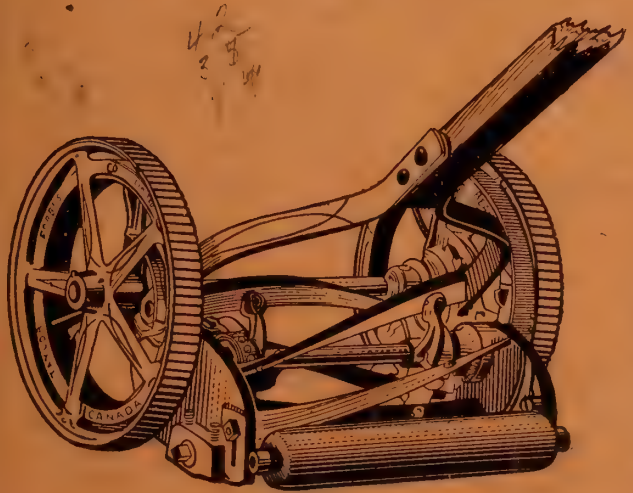
after forty years' trial.

WHY?

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

The Make of the Mower is Everything



You have found that out yourself when you have talked to a customer about an unknown machine. Our

LAWN MOWERS

are known everywhere. Being known, however, isn't of much value unless it means being known for the Best—the case with our Lawn Mowers exactly.

Order our machines and set your mind at ease on the sales question.

Was a copy of the Lawn Mower Catalogue sent to you? If not, write us.

TAYLOR-FORBES COMPANY, LIMITED

The Largest Manufacturers of Hardware in Canada.,

TORONTO: 1088 King St. West

Head Office and Works: GUELPH, ONT.

MONTREAL: 122 Craig Street.

See Classified List of Advertisements on Page 75.

LAWN VASES AND SEATS

HOSE

MOWERS

RETURNED MAY 9 1906



Height 41 inch.
NO. 12



RECLINING LAWN SEATS.

RETURNED MAY 9 1906



Height 24 inch.
NO. 3.

RETURNED MAY 9 1906



Height 34 inch.
NO. 114.



IRON LAWN BENCHES
4 and 6-foot—painted green.

RETURNED MAY 9 1906
to owner
cut Book 50 Page 18
W. L. L.

RETURNED MAY 9 1906



Height 31 inch.
NO. 6.

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

TORONTO.

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

PRICES:
Hollow Ground
$2.00
Double Concave for
Extra Heavy Beards
$2.50
Pair in Leather Case
$4.50
Carbo-Magnetic
Strop $1.00



NO HONING **NO GRINDING**

NO NEW BLADES **NO ANNUAL TAX**

FIRST PURCHASE PRICE THE ONLY EXPENSE

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our **booklet, "Hints on Shaving," Free,** and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, New York

GET OUR PRICES ON

REVOLVERS

Harrington & Richardson. **Iver Johnson**

Sizes 22—32—38 Calibre

Hammerless

Never out of style. Always up to date.
The best is what you want.

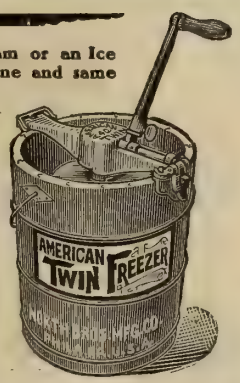
THOS. BIRKETT & SON CO.,
LIMITED

OTTAWA, ONT.

American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.





Send for Catalog.

ICE CREAM FREEZERS THAT SELL



THEY ARE
Well Advertised,
In Demand,
Easily Sold,
Satisfactory in Use,
Of Known Reputation,

THEY EXCEL IN
Easy Running,
Quick Freezing,
Economy,
Convenience,
Practical Results.

North Bros. Mfg. Co.,
Philadelphia, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

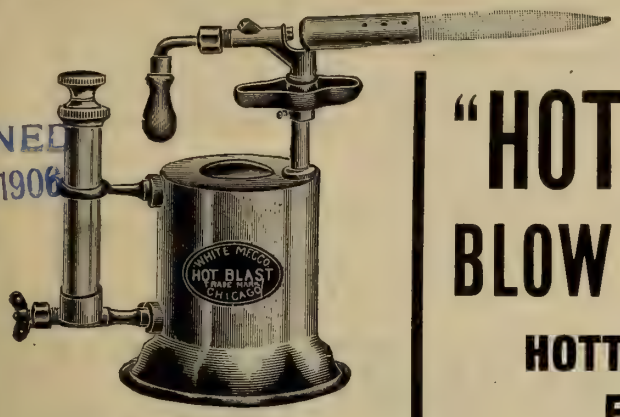
Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

RETURNED MAY 5 1906



No. 23. ELECTRIC

Capacity, 1 pint,
Diameter, 3½ inches
Weight, 2 lbs.

"HOT BLAST" BLOW TORCHES

HOTTEST FLAME ON EARTH

Does your stock include them? Blow Torches are used at this time of year by painters and tinsmiths all over the country, and there's no reason why **YOU** shouldn't capture the trade in your town.

"Hot Blast" Blow Torches and Furnaces are Hot Sellers

They're not only superior in point of heat-production, but also excel in material and workmanship, when compared with others.

Have fewer parts and accomplish more than any other "Blow Torch" of equal size.

If you don't handle this line, let us send you a sample order.

If you do handle them, get our prices before placing your next order; you might save money by doing so.



RETURNED MAY 5 1906

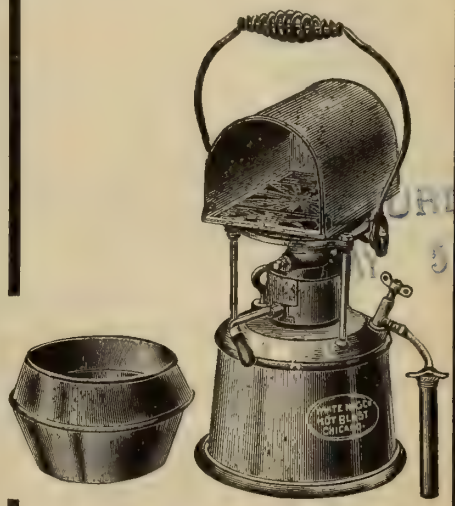
No. 22. IMPERIAL

Capacity, 1 quart
Diameter, 4½ inches
Weight, 3 lbs.



HOT BLAST FURNACE
No. 39. BONANZA

Capacity, 1 gallon
Diameter of tank, 7½ inches
Weight, 8 lbs.
Not affected by wind or weather



"HOT BLAST" FURNACE
No. 37. SILENT FRIEND

Capacity, 1 gallon
Diameter, 7½ inches
Weight, 8½ lbs.
Hand pump attached



No. 21. COMBINATION

Capacity, 1 quart
Diameter, 4½ inches.
Weight, 4 lbs.

WRITE:

LEWIS BROS. LTD.

MONTREAL

WINNIPEG
OTTAWA **VANCOUVER**
TORONTO **CALGARY**



No. 27. HANDY ANDY

Capacity, ¾ pint
Diameter, 2¾ inches
Weight, 1 lb.

Here

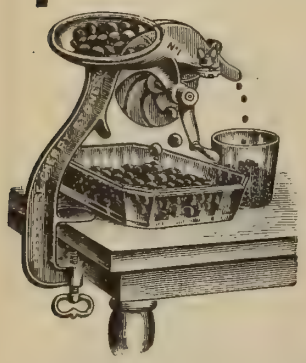
The secret of big sales is to show the right thing at the right time.

HERE are two things housekeepers are thinking about buying **now** — Cherry Stoners and Fruit Presses.

Other things are Lawn Sprinklers and Ice Shredders.

All of which, to be right, must be

"ENTERPRISE"

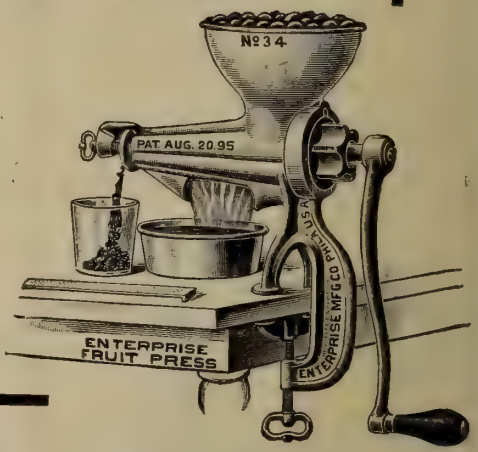


"ENTERPRISE"
Food Choppers Sell all the Time

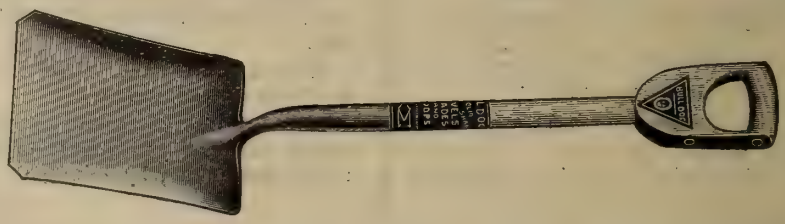
Write for free copies of our newest booklet, "The Cook, Her Critic and——." If you give them away they will make sales for you.

The Enterprise Mfg. Co. of Pa.,

PHILADELPHIA, U.S.A.



QUALITY

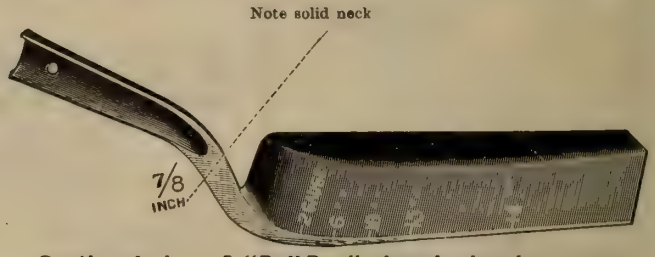


WHY?

One piece Shovel, no welding whatever, solid neck and blade, tempered in oil, straight chucked handle; handle can be replaced when broken.

BULLDOG

SHOVELS and SPADES



Sectional view of "Bull Dog" shovel, showing gauge at the different points.

Canadian Shovel & Tool Co.,

HAMILTON, CANADA. *LIMITED*

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

GIFTS FOR WEDDING PRESENTS

See our CUTLERY CATALOGUE for Illustrations. No other house in Canada carries a larger and better assortment.



No. 764. Fish Eaters in Walnut Case.



No. 3939. Fish Eaters in Leatherette Case.



CUPID says June is near. Replenish your stock.



No. 0461I. Pearl Handle Knives only.



Plated Dessert and Table Forks.



No. 3 Fruit Set in Leatherette Case.



No. 50 Fruit set in Leatherette Case.



Celluloid and Ivory Handled Knives.

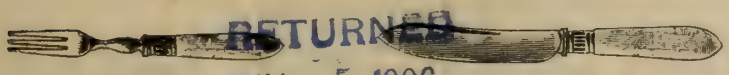


No. 5. Fruit Set in Leatherette Case.



No. 736. Pearl Handle Knives and Forks in Walnut Case.

Can you supply the demand? If not, we can help you.



No. 8. Pearl Handle Fruit Set in Leatherette Case.



No. 0461I. Pearl Handle Dessert Set in Walnut Case.

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

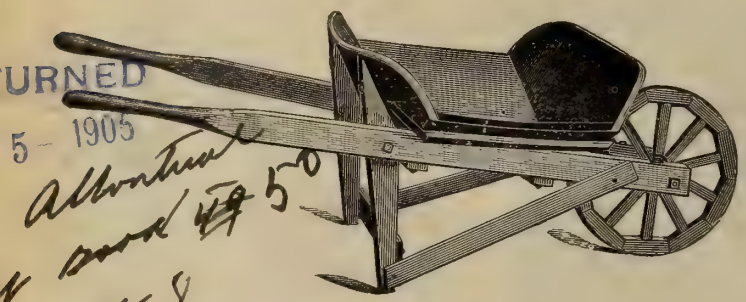
We Ship Promptly

Factory: Dufferin Street, Toronto

Our Prices are Right

Sell Wheelbarrows?

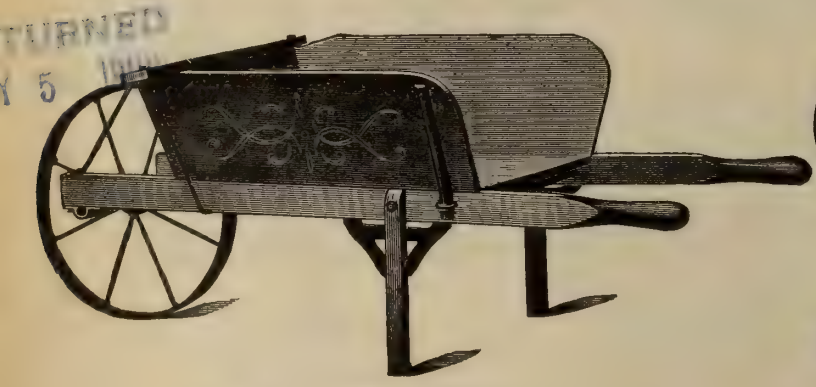
Why not! A house can hardly be built without the use of one or more. A garden can scarcely be kept clean without one. Somebody sells barrows. Do you? These lines will supply all ordinary requirements. Let us quote you.



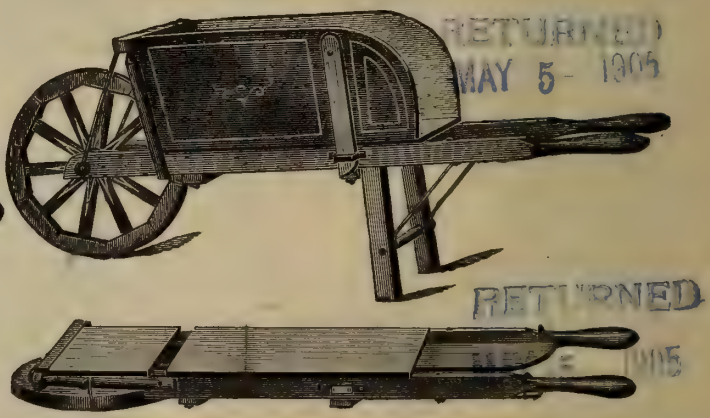
Navvy Barrow, Wood Tray
No. 213—Wood Wheel No. 217—Steel Wheel



No. 252—Contractors' Steel Tray Barrow
Pan-American Pattern



No. 3—Garden Barrow
Painted, Striped and Varnished, Steel Wheel



No. 1—Folding Lawn or Garden Barrow
Wood Wheel

FROTHINGHAM & WORKMAN, LIMITED

Wholesale Hardware and Iron Merchants

1809 **MONTREAL, CANADA** 1906

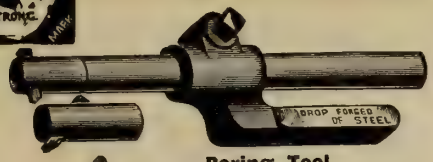
ONE POUND

OF TOOL STEEL

EQUALS 10 LBS.

Used in FORGED TOOLS AND SAVES ALL FORGING and 70 per cent. GRINDING.

Used in ARMSTRONG TOOL HOLDERS

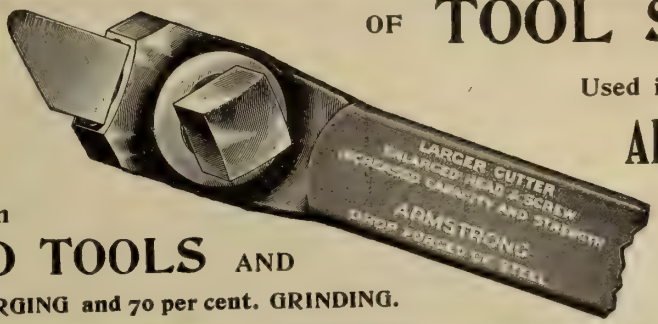


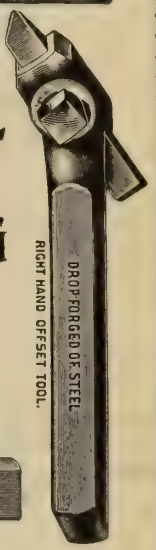
Boring Tool



Side Tool









STRAIGHT CUT OFF TOOL

INCREASE PRODUCTION and REDUCE EXPENSE



Planer Tool

Armstrong Bros. Tool Co., "The Tool Holder People" **106 N. Francisco Ave., Chicago, U.S.A.**

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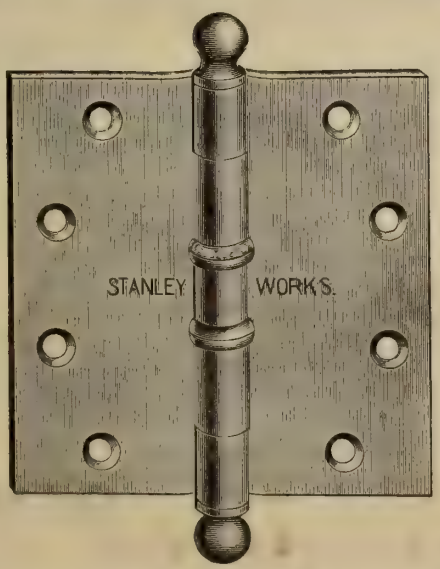
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Stanley's Ball-Bearing Hinges

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FULL SIZE

IT IS SO CONSTRUCTED THAT IT WILL NOT COME APART IN USE



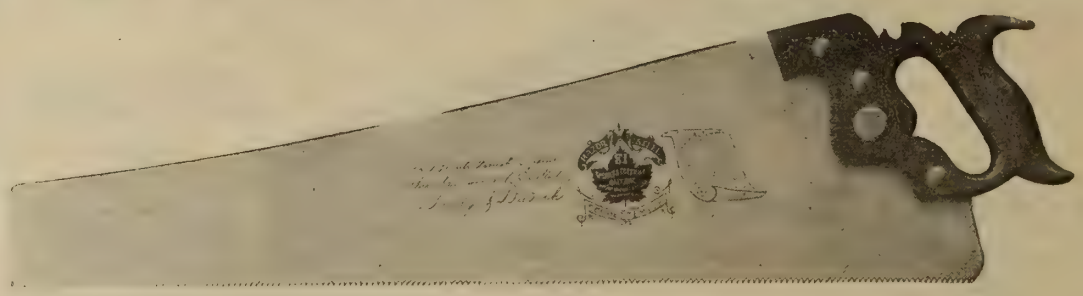
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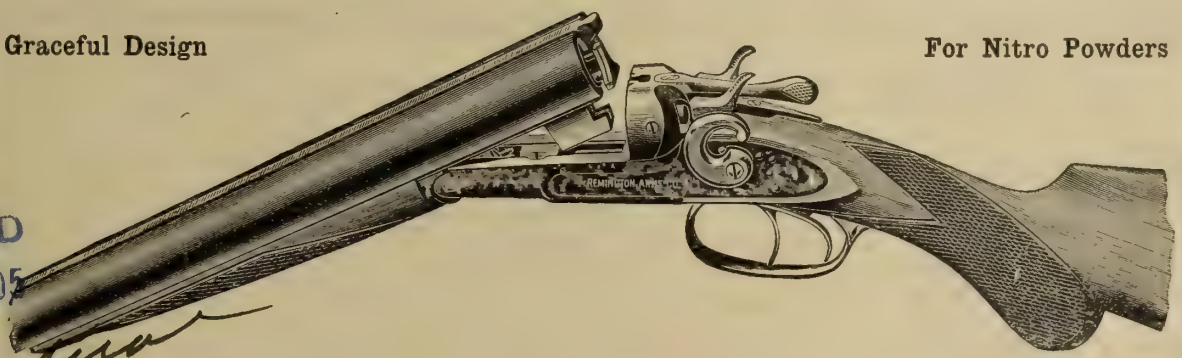
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Grade 1—Decarbonized Steel Barrels,	10 and 12	Gauge
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J. Mountain
our Book 5-0
page 9
1906



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Grade "K"

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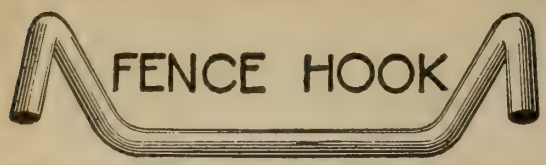
Grade "K"—Blued Steel Barrels, Choke Bored, Flatted Breech, Selected Walnut Half Pistol Grip Stock, Rubber Butt Plate Checkered, Case-Hardened Frame and Mountings, Snap Fore end, Top Snap, Extension Rib with Bite, Automatic safety, 30 inch Barrels, 12 Gauge, weight, 7¼ lbs.

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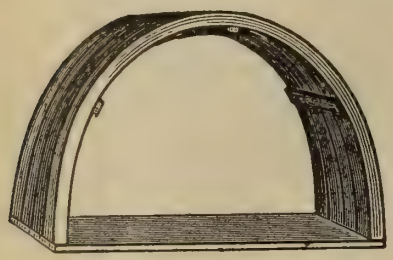
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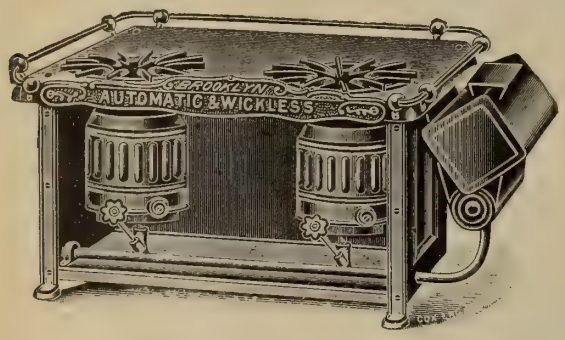
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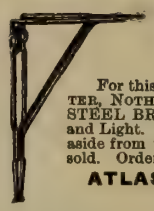
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Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

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For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

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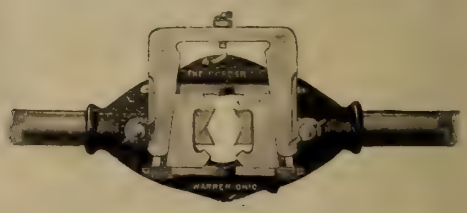
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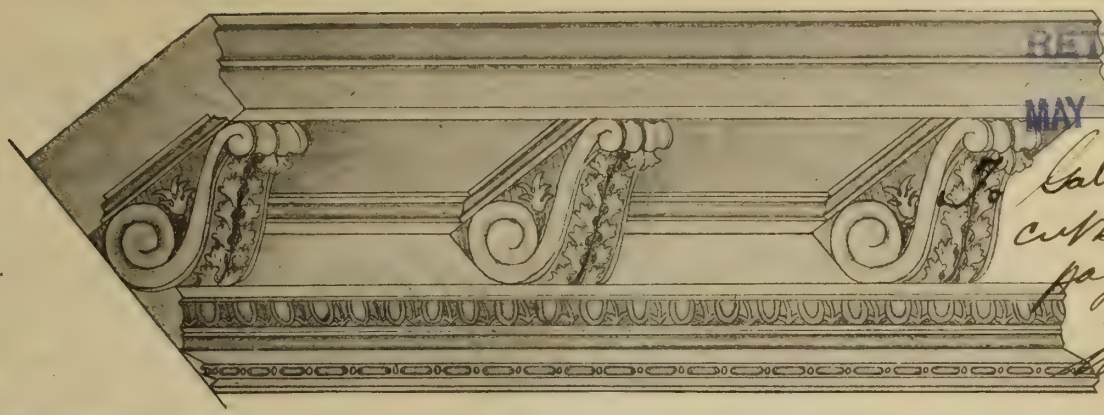
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Metal Cornices, Skylights, Finials, Shingles, Ceilings, Roofing, Siding, Corrugated Sheets, Ventilators, Etc.

There is room in your town for business in these lines. If not, then you are trying to do business in a place where no building is going on, no alterations, no additions. **And where is this place ?**

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If you have any special orders on hand, send them along. We turn out work at lowest possible prices and in quickest possible time.

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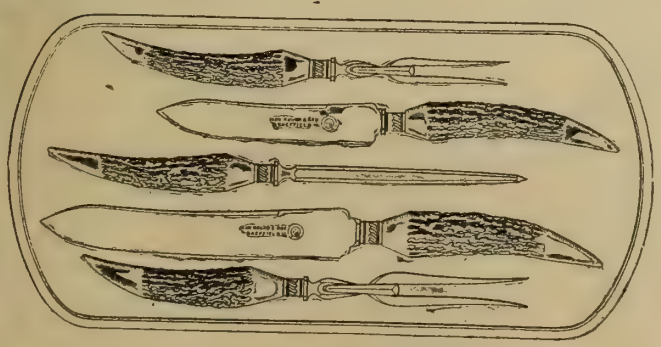
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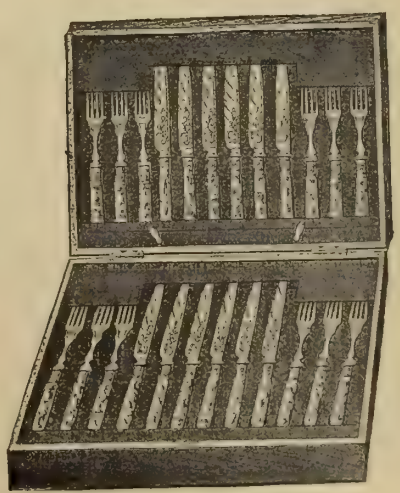
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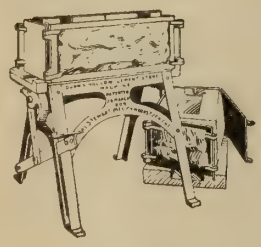
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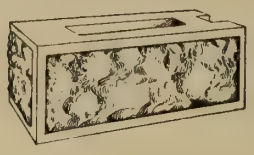
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Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

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The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

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Patented 1903-1904.

"TWEED" STEEL TROUGHS. We have improved our Steel Hog Troughs. Make better, finish better, and have cut our prices away down. Get our free catalogue and new prices, you will want them.

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4 LEADERS

Brantine Oil Finish

is an interior wood finish giving excellent results.

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is a varnish floor finish which wears like iron.

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would be hard to beat as a first-coater.

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is a varnish wood-stain which has no equal.

Seize the Opportunity to Make Money on the "4 Leaders"

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Our new way of Selling Sharpening Stones

PRICE LIST

Giving list prices of our best selling Oilstones, Scythestones and Hones **by the dozen** put up in single cartons or **convenient packages.** This list covers all the items sold in our special selling assortments, and covers the sharpening stone line as handled by most jobbers and retailers. The object of this is to enable the jobber to handle refilling orders for the selling assortments, and at the same time to fill miscellaneous orders from the same stock, and the retailer to purchase stock for refilling selling assortments or regular stock in **convenient packages** at **prices per dozen.**

Oilstone Stock	List Prices Per Doz.	How Put Up.
Lily White Pen Knife Pcs....	$1.00	1 doz. packages
Washita 6 in.....	3.60	1 doz. boxes *
Lily White Slips	2.35	¼ doz. cartons
Washita 8 in.....	4.50	1 doz. boxes *
Hard Arkansas 4 in.....	6.50	1-6 doz. cartons
Lily White 6 in.....	7.20	1 doz. boxes *
Lily White 8 in.....	9.00	1 doz. boxes *
Soft Arkansas 6 in.....	15.00	Individual cartons
Fastcut Axe	.45	½ doz. cartons
Fastcut 6 in.....	2.00	1 doz. boxes *
Quickcut Axe	1.50	¼ doz. cartons
Fastcut 8 in.....	2.50	1 doz. boxes *
Hard Arkansas Mtd. 3½ in....	9.00	Individual boxes
Lily White Mtd. 6 in.....	11.50	Individual boxes
Lily White Mtd. 8 in.....	14.00	Individual boxes
Hard Arkansas Needle Pcs....	1.50	1 doz. packages
Queer Creek 6 in.....	2.40	1 doz. boxes *
Queer Creek 8 in.....	3.00	1 doz. boxes *
Quickcut 6 in.....	3.50	1 doz. boxes *
Quickcut 8 in.....	4.50	1 doz. boxes *
"Ezy Edge" Hones	12.00	Individual cartons
Barbers' Special 5 in.....	9.00	Individual cartons
India Slips	3.60	1 doz. cartons
" No. 29 Coarse	7.20	Individual cartons
" No. 29 Medium	7.20	Individual cartons
" No. 2 Combination	7.80	Individual cartons
" No. 2 Fine	9.00	Individual cartons
" No. 1½ Medium	9.00	Individual cartons
" No. 1½ Medium Mts ...	12.00	Individual cartons

Scythestone Stock	List Prices Per Doz.	How Put Up
India No. 1½ Combination ..	$12.00	Individual cartons
" No. 0 Medium	12.00	Individual cartons
Green Mountain	.60	3 doz. boxes
Sun	.50	3 doz. boxes
Leader Red End	.45	3 doz. boxes
Indian Pond No. 1	.67½	1 & 3 doz. boxes
Quickcut	.90	1 & 3 doz. boxes
Mowing Machine	1.12½	1 & 3 doz. boxes
Crescent	.65	1 & 3 doz. boxes
Willoughby Lake	.85	1 & 3 doz. boxes
Premium Quinnebaugh	.80	1 & 3 doz. boxes
Black Diamond	1.12½	1 & 3 doz. boxes
White Mountain	.90	1 & 3 doz. boxes
Corundum	1.65	1 & 3 doz. boxes

Razor Hone Stock	List Prices Per Doz.	How Put Up
Quarter Fine 6 in.....	$3.60	½ doz. packages
Dark Blue 6 in.....	2.25	½ doz. packages
Superfine 5 in.....	4.80	Individual cartons
Half Fine 7 in.....	7.20	Individual cartons
Yellow Green 7 in.....	8.00	¼ doz. packages
Superfine 6 in.....	8.40	Individual cartons
Barbers' Delight 6x2 in.....	10.50	Individual cartons
Extra Choice Selected 6in....	13.20	Individual cartons
Swaty 5 in.....	12.00	½ doz. packages
Barbers' Special 4x2 in.....	24.00	Individual cartons
Barbers' Special 7 in.....	30.00	Individual cartons
Barbers' Special 6x2 in.....	54.00	Individual cartons

***Each PIECE in individual carton, then these cartons in boxes**

NOTE

1.—The change in price arrangement on Oilstone Stock.

PRICES PER DOZEN INSTEAD OF BY POUND

2.—The method of putting up Oilstone, Scythestone and Razor Hone Stock.

CONVENIENT SIZED PACKAGES ; STOCK PRICE-LABELED READY FOR USE IN ASSORTMENTS.

WE ARE PREPARED TO FURNISH OUR ENTIRE LINE IN THIS WAY

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OILSTONES
SCYTHESTONES
RAZOR HONES

CORUNDUM WHEELS
EMERY WHEELS
ABRASIVES OF
EVERY DESCRIPTION

QUALITY IS THE BEST POLICY

and our name is a synomyn for QUALITY in

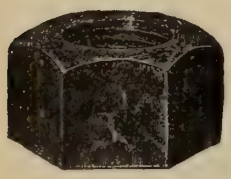


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Our first endeavor is to make the best saws; our second to make them as low-priced as possible. Note the "as possible;" it means that we allow no sacrifice of quality to attain the "cheap" end. Because of our long experience and our modern plant we are equipped to compete with Canadian and American sawmakers—to **your** advantage. Write us **to-day** and we will send you an illustrated price list.

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Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs
Cold Punched Nuts of every variety of finish.

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CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
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HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

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HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

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MAPLE LEAF
STITCHED COTTON DUCK
BELTING
DOMINION BELTING CO. LTD.
HAMILTON CANADA

DOMINION WIRE MANUFACTURING CO.

MONTREAL AND TORONTO LIMITED

BARB WIRE AND PLAIN GALVANIZED WIRE

BRIGHT AND GALVANIZED FENCE STAPLES

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FLAT HEAD
ROUND and OVAL HEAD

SCREWS

BRIGHT—BRASS
BRIGHT and BRASS

TINNED WIRE for Mattress, Broom, Bottling and Binding

STEEL WIRE BARREL HOOPS

COPPER AND BRASS WIRE

ALL MADE IN CANADA

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School and Church Windows,
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and for all Public Buildings.

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Limited

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FIRST FLOOR OUTFIT, one of fifty styles.

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250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

ECONOMY, CONVENIENCE,
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SAFETY, TIME SAVED

AND, THEREFORE,

MONEY IN THE DEALER'S POCKET

Catalogue "V" tells how this is accomplished. Send for it to-day.

S. F. Bowser & Co., (Inc.)

FACTORY AND OFFICE:
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"BRANTFORD ASPHALT"
"BRANTFORD RUBBER"

ROOFINGS

Make a Satisfactory Job

No tar, no pitch, no paper used in them, but pure Asphaltum and Wool Felt.

WRITE FOR SAMPLES, PRICES AND INFORMATION.

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"B"
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Cut Down Expenses for Lighting

— BY USING —

ACETYLENE

ASK US HOW IT IS DONE

THE CONTINENTAL HEAT & LIGHT CO.

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100 CANDLE POWER



½¢ PER HOUR

AUER GASOLENE LAMP

Gives more light than

10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.

Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.

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The finest Shovels in the market are our

"PETERBORO"
"LUNDY"
"IRWIN" and
"HILL" brands

We make Solid and Hollow-back Shovels and Spades, Locomotive and Grain Scoops, Draining Tools, etc.

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Ours is the only firm in Canada making the **SOCKET STRAP** a symbol of strength and lasting qualities.

All our goods are fully guaranteed

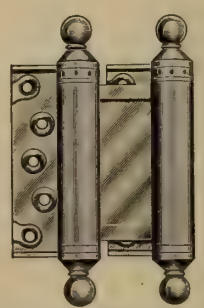
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PETERBOROUGH, - ONTARIO

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A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT

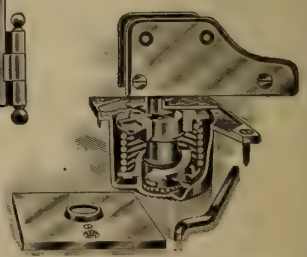


TRIPLE-END SPRING BUTT



TRADE CSB CO MARK

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CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

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CATALOGUE ON REQUEST

Davidson's Cereal Steam Cooker and Vegetable Boiler



Stew Pan with Enamel Cover



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White Cereal Dish

A Really Fine Cooking Utensil

No Heat Wasted by Radiation. Inside Dish not Exposed to the Air, as it is Entirely Surrounded by Steam.

Comprises Four Practical Cooking Utensils.

BUILT TO LAST

Is in Great Demand and Sells at Sight
Send for Circular and Prices

Sizes and Description :

No. 13.—One No. 5 Stew Pan ; One Wire Vegetable or Egg Boiler ; 1 3-qt. Cereal Dish.

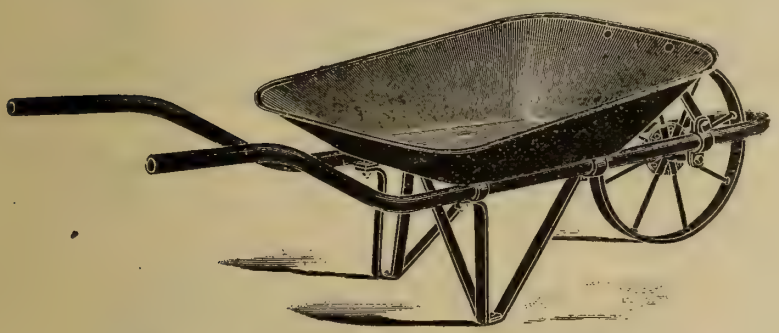
No. 15.—One No. 5 Stew Pan ; One Wire Vegetable or Egg Boiler ; 1 5-qt. Cereal Dish.

No. 35.—One No. 5 Stew Pan ; One Wire Vegetable or Egg Boiler ; the Cereal Dishes, one each 3 and 5-quart.

Made in "Premier" and "Colonial" Enamelled Steel Ware

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG



WHEELBARROWS

All Kinds

Railroad, Dock, Concrete Work, Farm and Garden Barrows

SEND US YOUR ENQUIRIES FOR

Drilling Machines
Forges
Trucks, for all purposes
Washing Machines
Butter Workers and Shipping Boxes
Blacksmith Machine Tools
Wagon Skeins

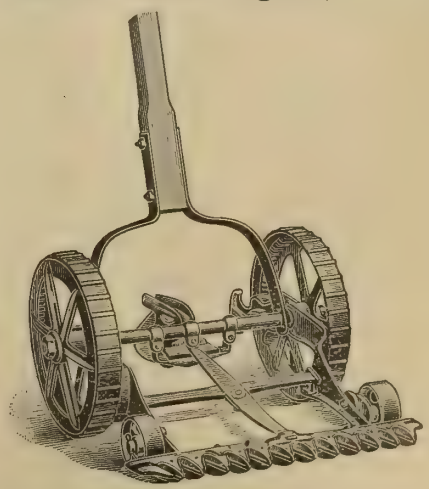
THE LONDON FOUNDRY CO., Limited

LONDON, CANADA.

Clipper Lawn Mower Co.

DIXON, ILL.

Manufacturers of Hand and Pony Mowers, Also Marine Gasoline Engines, 2 to 8 H.P.



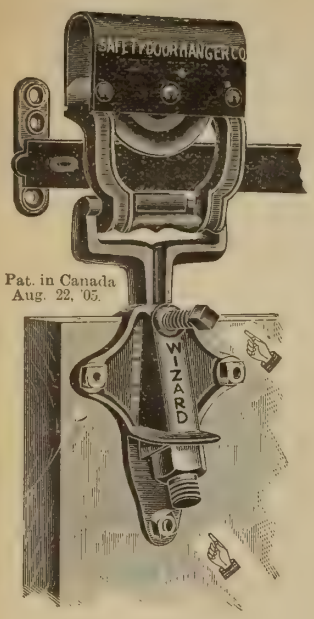
THE MOWER

That will **Kill all the Weeds in your lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear.

THE CLIPPER WILL DO IT.

No. 1—12 in. Mower - - - -	$4 50
" 2—15 " " - - - -	5 00
" 3—18 " " - - - -	5 50
" 4—21 " " - - - -	6 00
Pony, 24 " " - - - -	13 50

Please send Draft or Money Order and we will ship the day the order arrives.



Pat. in Canada Aug. 22, '05.

THE ONLY ONE

The Wizard is **THE ONLY** adjustable Hinge Hanger to be had. Doors hung with the

WIZARD ADJUSTABLE FLEXIBLE HANGER

may be placed as close to the building as desired, thus making **THE WIZARD** the best hanger for winter weather.

THE WIZARD is easily put in place, and as it takes the regular ¼ inch flexible hanger track you do not have to carry a special track.

THE WIZARD is finished nicer than any other hanger on the market and each pair is packed complete with bolts.

Every day wasted means a lost sale. See your jobber at once.

MADE IN CANADA BY

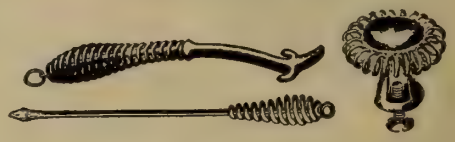
Safety Door Hanger Co.
HAMILTON, - ONTARIO

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

Genuine Pratts Astral Lamp Oil

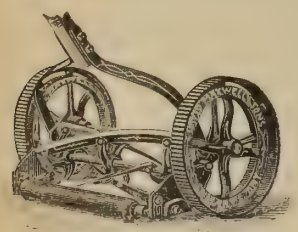
Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

MAXWELL LAWN MOWERS

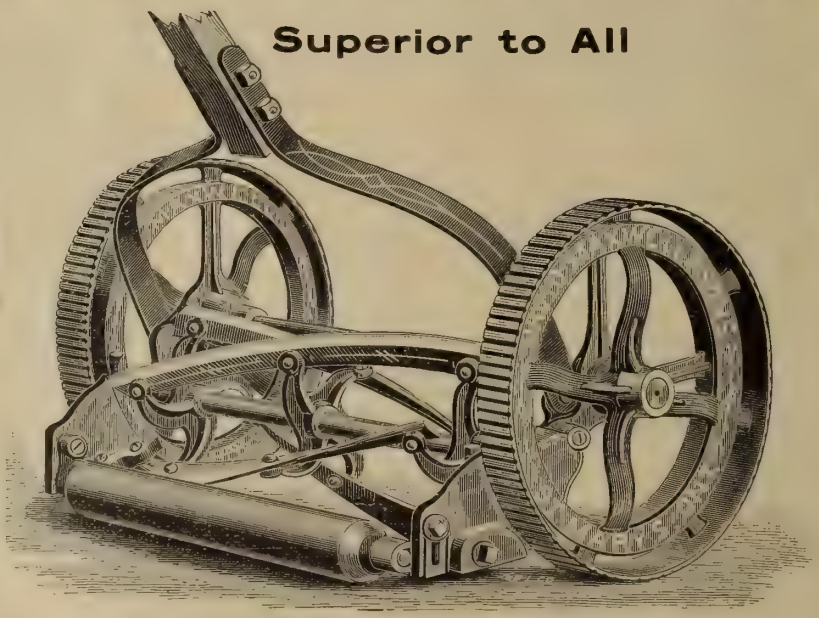
Maxwell High Wheel



10½ inch. 4 knives; from 12 to 20 inch; made with ordinary or patent BALL BEARINGS.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality
WRITE US DIRECT

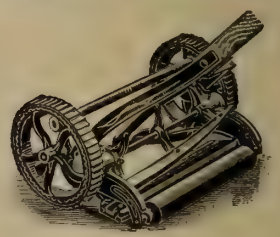
Superior to All



MAXWELL "GIANT" LAWN MOWER

11½ in wheel. Specially suited for BOWLING GREENS and LARGE LAWNS. Patent Maxwell Ball Bearing. 5 knives. Made only in 21, 23 and 25 in. sizes.

Maxwell Low Wheel



8 inch. 3 or 4 knives; made from 12 to 18 inch. Quality and weight considered, no other cheap mower approaches it for value.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality
WRITE US DIRECT

DAVID MAXWELL & SONS, ST. MARYS, Ontario, Canada



Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

The Banwell Hoxie Wire Fence Company, Ltd.
Dept. J, Hamilton, Ont.



A Correction and a Moral

Some dealers imagine that the more attachments a wire fence has the more effectively it will weather atmospheric changes

This is a great mistake!

If attachments always worked they might recommend themselves, but time tells its tale to the chagrin of the owner of the fence, and trouble begins—**Locks, Clamps, Ratchets** will be sure to **rust, break and come loose.**

Dillon Hinge-Stay Field Fence

is made without "attachments." Each Stay forms a perfect hinge, and being of medium temper no breaking ever occurs.

The Strands and Stays—that's all there is to the **Dillon**—are perfectly put together, **thus making a perfect field fence.**

As the price is reasonable you should order.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by {**Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.

HOLZMAN BROTHERS

BANKERS

11 Pine St., NEW YORK

Offer exceptional financial facilities to Manufacturers, Importers and Exporters to increase the volume of their business on the security of their accounts receivable.

Arrange to establish and maintain the credit of Selling Agents.

Act as custodians and guarantors for foreign and domestic shippers.

Accounts receivable guaranteed and financed.

Selling **SOLARINE** results in **more business.**

If you want trade! If you want results! Sell

SOLARINE

Solarine customers come back and buy. They tell others, too.

Pleases the user. Pays the dealer. I am pleased to answer all inquiries.

H. F. FALKINER, 58-60 George Street, Toronto

"THE EMLYN" SAW BENCH

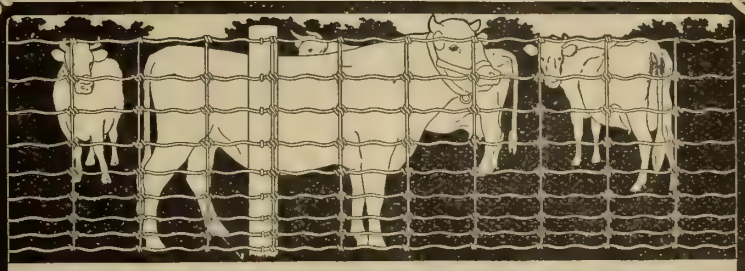
Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON., ENGLAND

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



Why You Should Sell THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

McGREGOR-BANWELL FENCE CO., Limited, Dept O, WALKERVILLE, ONTARIO.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.



Pink's Lumbering Tools

MADE IN CANADA

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Round Bill Peavys, Handled in Split Maple

Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants. I can furnish you with the

Brazil Patent Snow Plough and Road Maker; also The DesJardin Patent Log Sleighs

Send for Catalogue and Price List

THOMAS PINK, Pembroke, Ont., Canada.

Long Distance Phono No. 87

Foreign goods have had their day in Canada

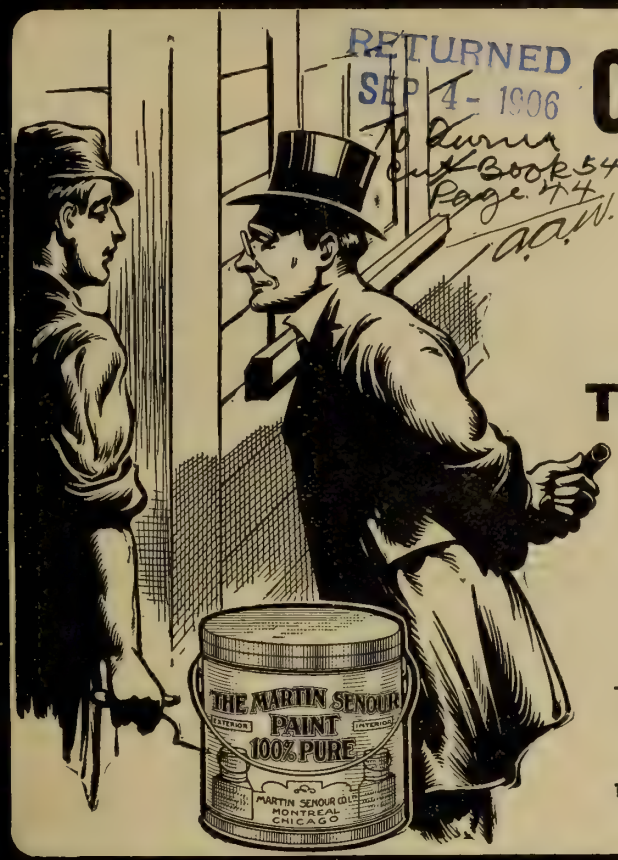
KEEP UP WITH THE TIMES AND ORDER

"DOMINION" AMMUNITION





RETURNED SEP 4 - 1906
To Cumming Cut Book 54 Page 44 A.A.W.



Careful Investigation

The most thorough examination fails to reveal anything wrong with **The Martin-Senour Paint.** It's purity is unimpeached by chemical analysis and it stands the test of wind and weather outside and constant wear within. From a commercial standpoint its an attractive proposition for paint men and affords opportunities for trade building which no enterprising paint dealer can afford to neglect. There are plenty of paints which sell readily the first time but the customer doesn't come back. When a man buys

THE MARTIN-SENOUR PAINT
100 PER CENT PURE

once he is sure to buy it again for the label and the contents of the paint pail tell the same story—pure White Lead, Zinc and Linseed Oil—that's all but it's what makes The Martin-Senour Paint and it's what makes it a paying proposition for the dealer. Write for our special agency proposition. Do it today, we have something to say to you which will be to your advantage.

THE MARTIN-SENOUR CO., Limited
142-144 Inspector St., Montreal
2514-2522 Quarry St., Chicago (Est. 1878)

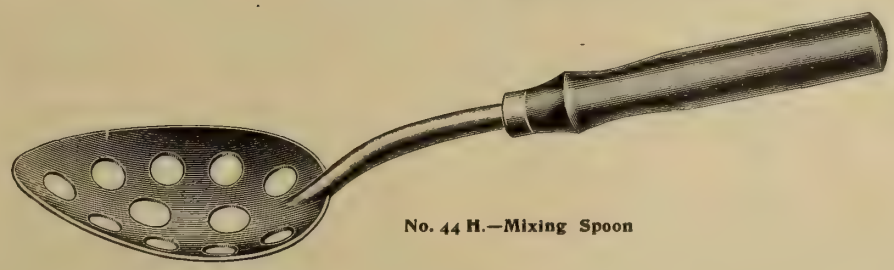
THE WINNIPEG PAINT & VARNISH CO., Ltd.
Winnipeg

THE MARITIME PAINT & VARNISH CO., Ltd.
Halifax, N. S.

MADE IN CANADA

TOWEL ROLLERS

CAN OPENERS



No. 44 H.—Mixing Spoon



No. 800 H.
Cake Turner

RETURNED JUN 25 1906
Cumming Cut Book 51 page 89

Wide Awake

LIVE, HUSTLING DEALERS
WILL KEEP THEIR STOCK UP-TO-DATE

WE ARE MANUFACTURING FAST SELLERS.
EVERY HOUSEWIFE WANTS THEM.

PROFITABLE ATTRACTIVE DURABLE

GET OUR ILLUSTRATED CATALOGUE, AND WE FEEL SURE YOU WILL GIVE YOUR ***JOBBER*** A GOOD ORDER

Made by

THE CUMMING MFG. CO., Limited
RENFREW, ONTARIO, CANADA

MINCING KNIVES

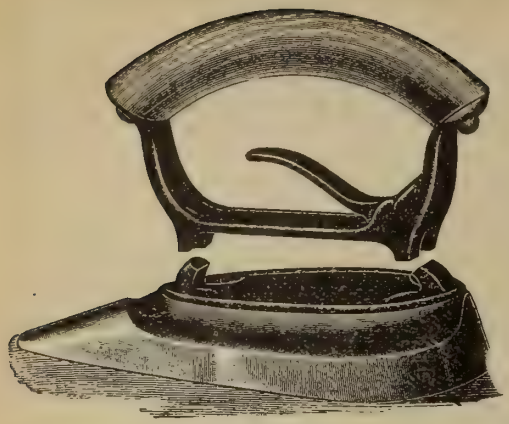
THE "BEST" MOPS



No. 50 H.—Dish Mop

RETURNED JUN 25 1906

Wilcox Sad Irons



are the best
Irons to handle because
they give
satisfaction.

In Sets or Singly



WILCOX MFG. CO. OF ONTARIO, Limited, London, Can

GEORGE PHILLIPS & CO.

CUTLERS AND SILVERSMITHS

Sheffield, Eng.

AGENTS

George Phillips & Co., Limited

Packard Building, MONTREAL

Send for Catalogue — **CLIFFORD B. DIXON, Mgr.**

Established 1795.

JOHN SHAW & SONS

Wolverhampton, Limited

Branches at
London,
Calcutta,
Melbourne,
Valparaiso, Havana,
Transvaal Colony, Etc.,
British Columbia.

GENERAL HARDWARE AND METAL MERCHANTS

COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

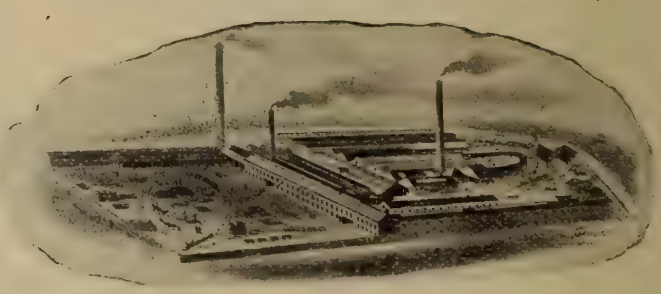
J. H. ROPER, Representative, - 82 St. Francois Xavier St., MONTREAL

John Summers & Sons, Limited

Hawarden Bridge Works, Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



DEAD FLAT SHEETS, Black or Galvanized.

BEST and CHEAPEST for all kinds of work.

We are the largest makers and give you the

MAXIMUM QUALITY AT MINIMUM PRICES

Agent: F. Hankin, Montreal

How Property Value Goes Up



If a dwelling is dark it is not very valuable. If a dwelling is dark it can be made valuable by the use of

MAXimum LIGHT GLASS

This photograph shows section of an entire block where the fanlights, ground floor, and basement sashes have been glazed with "Maximum Light Glass."

The contrast of the old way and the new way is well worth noting. It is fully illustrated in our Booklet. Write for it.

SOLE CANADIAN AGENTS

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS

CLERKS

Do you wish to get a position in some other part of Canada?

Are you dissatisfied with the position you now have?

Each week there are a number of advertisements from firms who are looking for bright and energetic clerks.

Read our condensed advertisements on

PAGE 57

You can insert an advertisement in Hardware and Metal for 2c. per word for first insertion, one cent per word for subsequent insertions. Enclose money with advertisement.

Force, Lift or Cistern Pumps



FIG. 92.

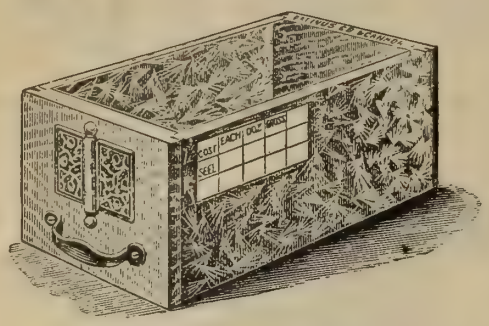
of best quality and built to maintain our reputation as makers of the Standard Pump of Canada. Your jobbers can supply, or we will be pleased to give particulars direct.

Catalogue for the asking

The R. McDougall Co., LIMITED

GALT, CANADA

METAL SHELF BOXES



Wood drawers cost too much money, consume too much space, and besides shrinking and splitting are hard on shelves. The

BENNETT PATENT SHELF BOX

has none of these drawbacks. It is low in price. It saves 20 per cent. shelf room.

It is made with metal sides and fine oak front, hard oil finish. It is a "thing of beauty and a joy for ever."

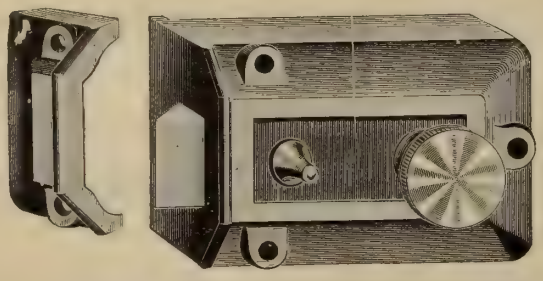
Our **Price List** shows how hardwaremen, whose shelves are fitted up with wood drawers, waste money. If you are interested in **store economy**, write for price list.

CAMERON & CAMPBELL, Toronto, Sole Manufacturers for Canada

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds



Cylinder Night Latch, No. 103.



Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

DIAMOND ENAMELED WARE

EVERY PIECE GUARANTEED

The product of *Canadian enterprise* and *Canadian workmen*



Our travellers are now showing samples

KEMP MANUFACTURING CO., TORONTO, ONT.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

INTERIOR DISPLAY OF HARDWARE

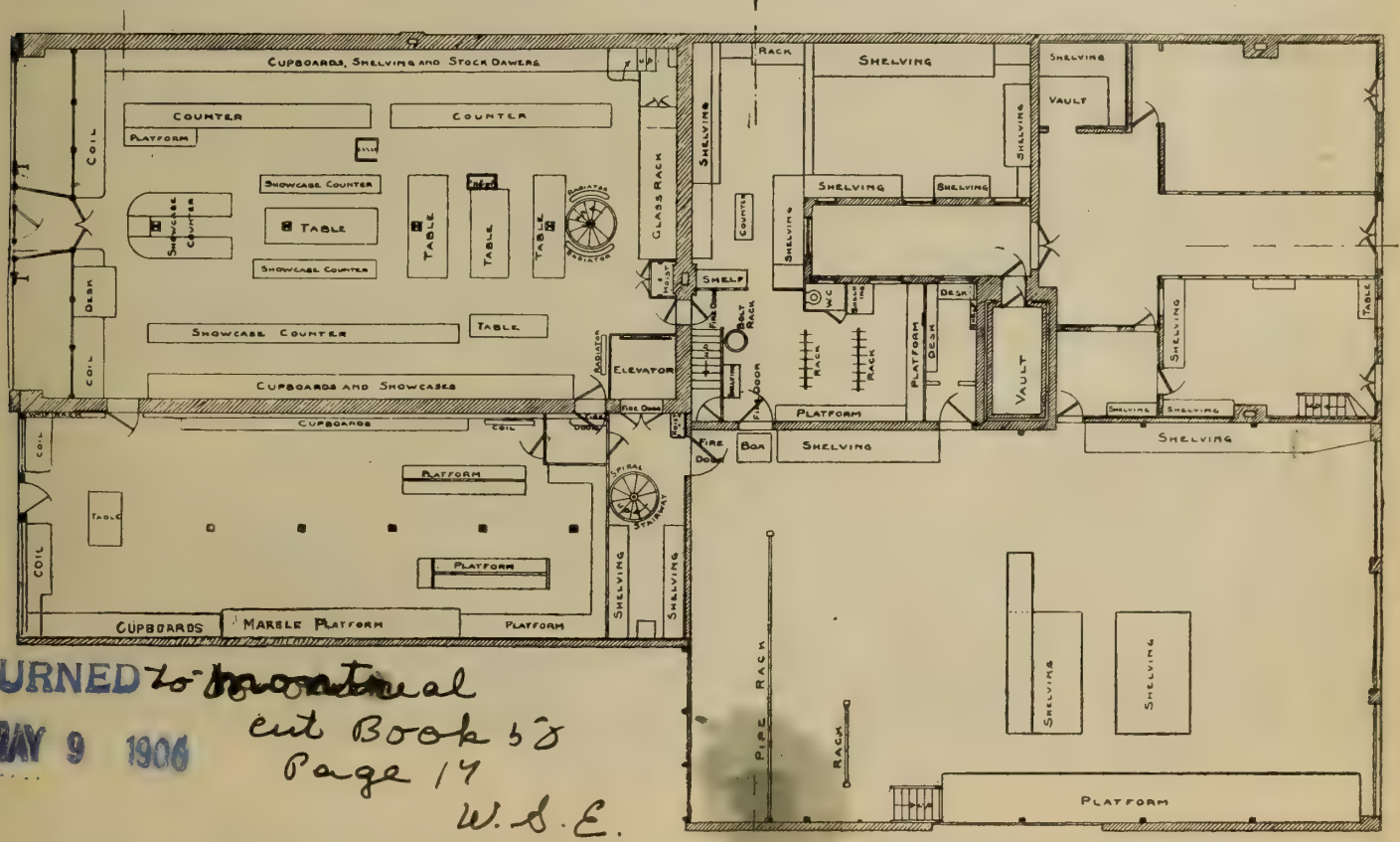
Special Prize Article and Illustrations, showing the fine store of Amiot, Lecours and Lariviere, Montreal

To save the time of clerks and customers, to make the best use of space, to prevent the confusion attendant upon the initiation of new clerks, and to make it easy for them to find their bearings, should be the aim of every system of retail hardware store arrangement.

With these things in view, Amiot, Lecours & Lariviere, Inc., Montreal, have evolved a plan of interior display which has worked out to perfection in their own business. Its individuality is immediately apparent to every visitor, and it has none of the marks of a made-to-order system.

One of the most novel features is that right-hand side of the store is reserved for the tool department. In the showcase, samples are displayed on a sloping platform, which leaves space in the back of the case for storing the smaller articles shown, each behind its particular sample. Chisels, bits, etc., which are too large to be stored in this way, are placed along the wall, in small drawers enclosed in cupboards which exclude the dust and moisture. Each cupboard is distinguished by a letter and numeral, and the drawers, which are also numbered, are sub-divided into various compartments, where all goods of a kind are kept together. The drawers are 26 the necessary information regarding any article in the showcase which a customer may wish. Another advantage is that it is seen immediately when stock is low in any particular size or grade of any article, as these are kept in separate compartments according to classification. This both assists the buyer in making up his orders and greatly facilitates stock-taking, which is so tedious an operation in most stores. Besides the price books already mentioned, each cupboard is furnished with a tabulated price list of the goods it contains.

The centre of the store displays a number of lines to good advantage, a



RETURNED to Montreal
MAY 9 1906
Cut Book 53
Page 14
W. D. E.

Ground plan, showing arrangement of the five buildings used by Amiot, Lecours & Lariviere (Inc.), Montreal, in their extensive wholesale and retail hardware and plumbing supply business. The main store building, shown in the upper left hand corner of the engraving, faces on St. Lawrence street. Commencing at the main entrance and following through the entire premises, it will be seen that everywhere the stock is admirably arranged for convenience in handling and selling.

nothing is suspended from the fine hardwood ceilings, to detract from the general good appearance, even bird cages being hung on brass bars which surround the columns. Another item of general arrangement that is contrary to the usual custom both in Canada and the United States is the absence of open shelves above the regular tiers of drawers or shelving. Instead, there is a continuous series of dust-proof cupboards, which not only keep the goods in better shape, but also add to the general appearance and utilize all available space.

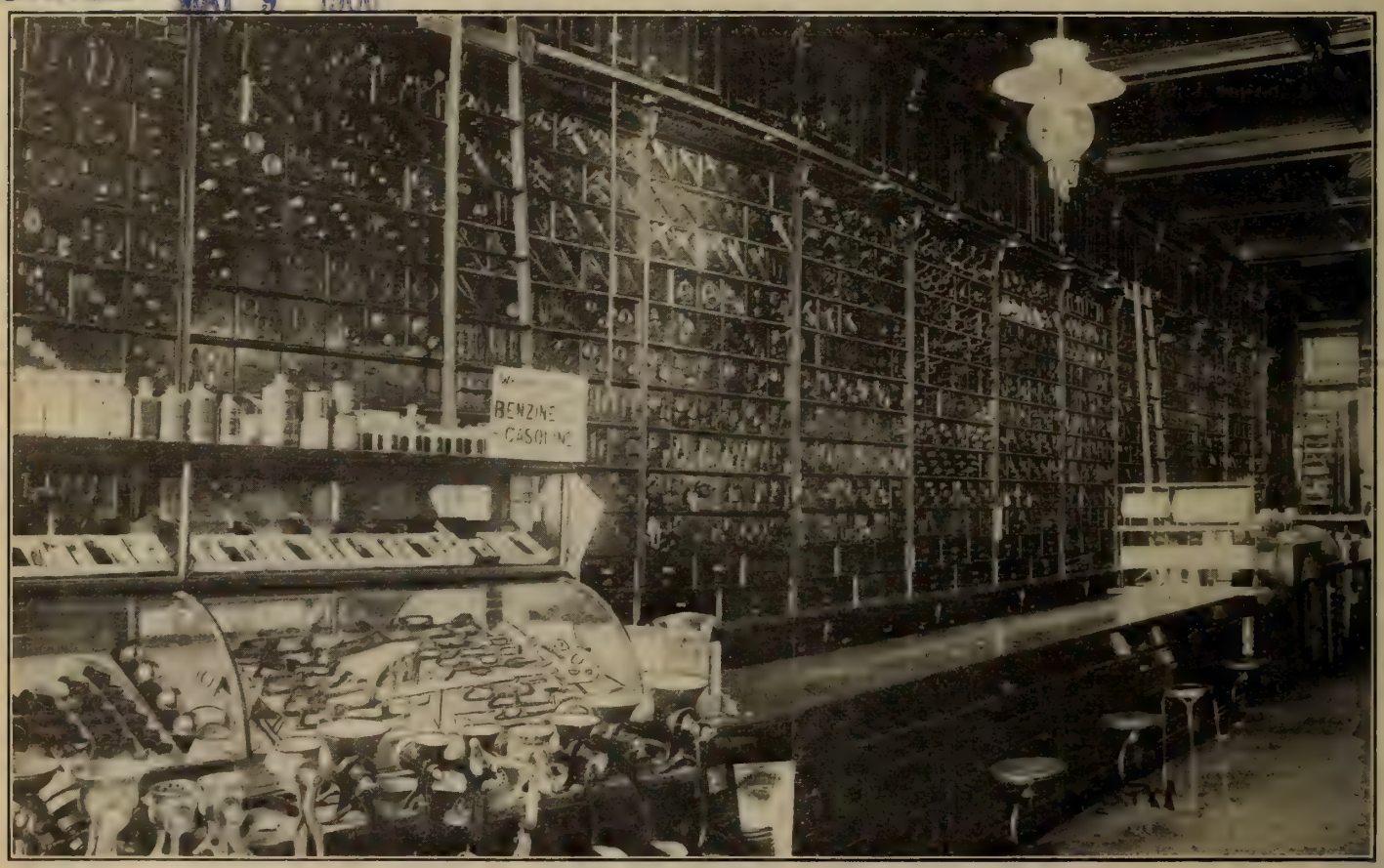
The chief clerk's desk is in the immediate front, beside the door, and the inches long, 10½ inches wide, and only 2 inches deep, and they have great capacity while occupying but a small space. Of course the size of drawers and their sub-divisions may be altered to suit the class of goods contained in them.

Beside each sample in the showcase is a small tag bearing a number which refers to an entry in a neat loose-leaf price book placed on the showcase, where such items are included as cost and selling price and cupboard and drawer in which the goods are kept. This comprehensive system has been adopted in every department, so that even the most recent clerk can find, in an instant, all showcase on one side containing shaving mugs and brushes, razor straps and dog collars, while on the other side is perhaps the most ingenious silent salesman in the store, displaying the table cutlery, butcher knives and steels. In the immediate centre, between these two showcases, are tables with such goods as aluminum ware, graniteware, tinware and bird cages. The silent salesman for table cutlery of course employs the sloping platform, as is the case in other departments, but the back of this platform is equipped with grooves in which cards containing duplicate samples of the cutlery are held upright, thus allowing

easier access than drawers and also enabling the clerk to take in the whole array at a glance. This necessitates carrying a double stock of samples, but results have more than justified the departure.

The left-hand side is devoted to general shelf goods, and although the system here was adopted ten years ago, it would be hard to improve upon it even now. Goods are all carried in square drawers, with samples of their contents attached to the outside. As the drawers are all numbered it is impossible to misplace them and thus disturb the system. The drawers are all divided into compartments which are given over to the various sizes, each size having its own compartment. As the drawers are dustproof there is no need for paper wrappings, which facilitates the handling of

RETURNED MAY 9 1906



View of shelf boxes on one side of the retail department of the magnificent hardware store of Amiot, Lecours & Lariviere (Inc.), Montreal.

the goods. All the drawers show on the side written information as to the amount of over-stock carried, and other details.

The counter in the shelf goods department is equipped with shelves supporting tin boxes which have four sub-divisions where screws are kept. Each drawer contains only one size, but the four compartments are required in the quick-selling lines to accommodate flat and rounded heads in bright and brass finish. Stove bolts, washers and other such lines are subject to the same arrangement.

Some retailers complain about the cost of handling nails. In this store nails are put up beforehand (during slack hours) in 1, 2, 3 and 5-lb. packages, and are kept upstairs, where they do not interfere with the general display of goods. By sending his order through a speaking tube the clerk gets his package of nails on the small hoist, and the customer is served in a few seconds. Upstairs, the nails are stored in upright boxes with bottoms of galvanized iron so that they are easily handled.

Bulky goods such as shovels, forks, picks, etc., are stored on racks in an adjoining room, out of sight but very handy, and the paint department is also separate, being right behind the general sales room. Here dry colors are all done up beforehand in $\frac{1}{4}$, $\frac{1}{2}$, and 1-lb packages, while well-filled drawers are available when larger quantities are required. In ready-mixed paints, every size of every number has a part of a shelf to itself, and the chief clerk has but to run his eyes over the stock to see just where he stands. There is never any good reason for being sold out of any article.

Window glass is kept in racks, each size being in a separate place. An innovation is made in saving the strips and storing them in accordance with their length, without reference to their width. In this way the most economical cut is always made possible.

This system clearly carries out the maxim, "A place for everything and everything in its place." It was, of course, an expensive one to instal, but the saving in clerks' time and in losses of sales through shortage of stock and other causes has more than made up for the initial outlay. Furthermore, its chief advantage is that it gives a young man the best possible chance to learn the business.

In the wholesale department all the goods are laid in shelves on which there are white linen tags which indicate the kind and number of the goods which they are intended to contain. Our idea by so doing is to avoid new as well as old clerks losing time by having to refer to stock books every time they are receiving and selling goods for which there is scarce demand. FRED C. LARIVIERE.

THE ART OF MERCHANDISING.

Are you a "merchant," or simply a "dealer"? What is the difference? The difference is so great that it cannot be told in a sentence. A "dealer" is a man who runs a store because he can do that better than anything else, or thinks he can, or, perhaps, it is easier than something else.

He jogs along in a come-to-day and go-to-day fashion, eking out a living somehow. He pays his debts as long as he can and ultimately lets the sheriff run things to a finish.

For years, perhaps, he was at the store regularly every morning, and remained until the close of the day's business, but in every other way drifted with the tide. He buys goods and sells some of them after a fashion, and thinks that as long as a certain amount of goods are exchanged for money every year he is making money, whereas the reverse is usually the case.

He goes on the principle that the goods on the shelves and counters are worth so much to him, regardless of whether they were bought this year, last year, or several years ago.

He finds it necessary to buy goods continually, in order to keep up the

sales, and cannot understand why the clerks can not sell what goods they have instead of clamoring for new goods all the time. He has not studied merchandising deeply enough to understand that the intrinsic value of an article cuts no figure if the commercial value is lacking. He believes that because an article cost one dollar, he must get from one twenty-five to one fifty for it, or keep it, and he keeps on keeping his goods until they eat up their value in interest and insurance.

Turn Old Stock into Money.

If you belong to this class—and the cap fits too many—wake up to your actual condition! Make up your mind that when you next invoice your stock you will know what you are really worth, truly and honestly. You have been deceiving yourself long enough. Pull out of the drawers and take off shelves all the old stock you have and turn it into money. Get all you can out of it, but get it quickly. Merchandise is only worth what it will bring—not one cent more. If an article will not sell for one dollar, mark it fifty cents; if it still sticks at fifty cents, mark it twenty-five cents. It takes courage; but remember that is what you have lacked, or the goods would not now be with you.

There are times when it is profitable to make a loss. Sounds odd, doesn't it? But it saves you from making a greater loss later on, and you must be willing to take the medicine that will cure, or else go under with that disease known commercially, and usually diagnosed, as "dry rot."

Few dealers realize the constantly increasing cost of portions of their stock, which is daily growing in amount, because original figures are adhered to as selling prices, regardless of the fact that certain articles have had their day.

Tied Up Capital.

Carrying a stock of dead or unsalable goods locks up so much capital that a dealer so situated finds it impossible to reap the benefits of cash discounts. His reputation for being a close buyer is lost; he pays longer prices for his goods; probably has to renew paper at maturity, and pay 7 per cent. interest, besides missing the plums that a traveler

A dealer who gets the reputation of "slow pay" is no longer sought by wholesalers when there are special bargains to be offered; for at such times only quick-paying buyers are appreciated. This difference frequently means that the dealer's competitors can sell certain goods and make reasonable profits at prices that represent actual cost to him.

Putting the knife into the prices of unsalable goods and getting rid of them is the only way to conduct a successful business. "The first loss is the best loss," and the smallest; yet, it is important to know the right time to take a loss and take it philosophically.

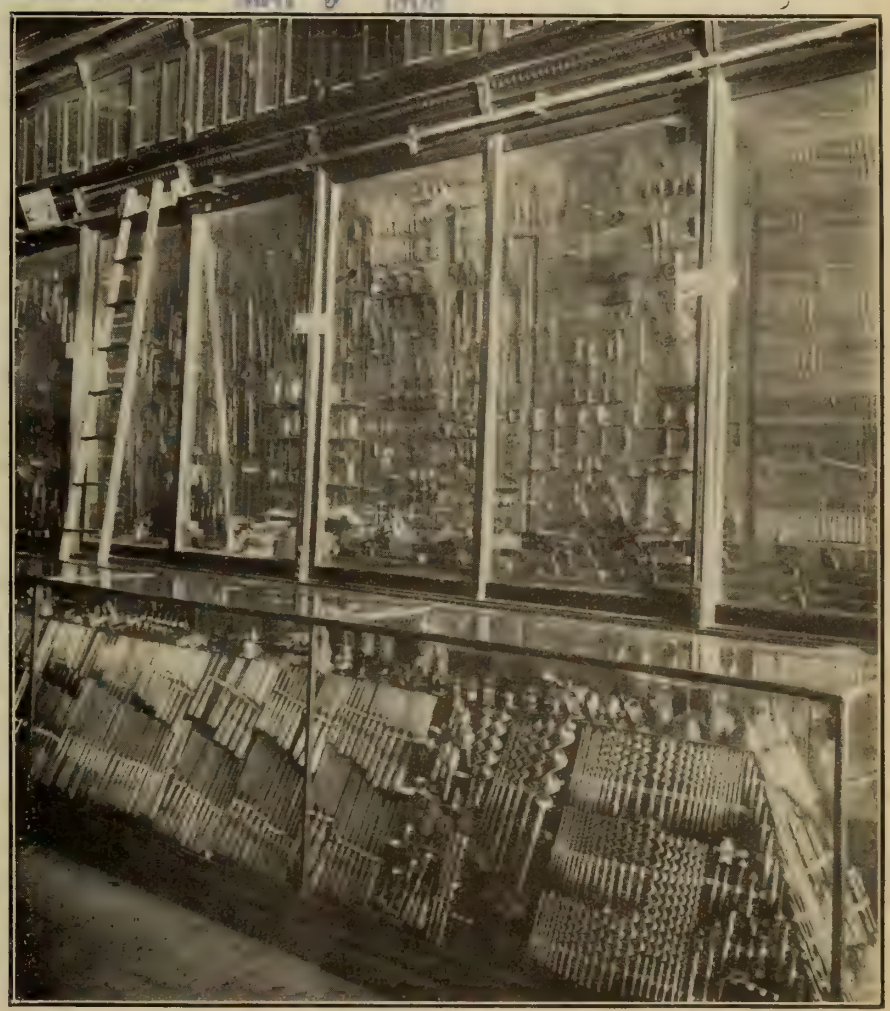
Solvent or Insolvent.

If your stock was put on the market to-morrow, how many men would pay more than 50c. on the dollar for it? Therefore although you have invoiced it at $24,000, it will only bring $12,000, and perhaps you have maturing liabilities of a like amount. Where do you stand? Simply on the sidewalk, perhaps at middle life, with your commercial career ended and life to begin anew.

The fact is, there is an unfilled vacancy in many large stores. There is need of a man who has a good knowledge of merchandise, who should have the authority, and make it his business, to keep stocks clean and saleable, and who should decide the proper time to take a loss on unsalable goods, also to decide at what price deteriorated lines should be invoiced for inventory.

The average proprietor, buyer, or manager, is so eager to make a satisfactory showing that he is tempted, and succumbs to temptation, to knowingly places before his quick-paying customers. over invoice his stock, thus deceiving himself with wide open eyes. Take down your stock at what it is worth; not at what it is marked. Wake up before it is too late and find out where you stand, and what your true balance is. Have you the necessary backbone to do it? Think it over and decide. If you haven't, get some one who has.

RETURNED MAY 9 1906



Sectional view of tool display silent salesmen and cases in Amiot, Lecours & Lariviere's modern hardware store in Montreal.

Ordering New Goods.

Goods should not be ordered in and displayed until the season for selling them is near at hand. Don't have goods come into your store months in advance of your requirements, even though a liberal dating is offered on them. You require to, or should, carry increased insurance on them, but the greatest drawback is that your salespeople lose enthusiasm in them before the season for selling arrives. Enthusiasm in the goods you have bought has a great deal to do with sales and profits.

How much more interest is manifested in goods the first day they are in stock than thirty days later; and, apparently, how much easier the merchandise is sold? Besides, your customers dropping in every week have very keen eyes, and quickly become acquainted with the stock. There is food for reflection here. Assimilate it!

The broad facts brought out, and to be impressed upon the mind of the merchant, are that he must try and select known, honest help, and give the greatest care to his business system; protect himself and his employes by having that system so strong and reliable that small chance can occur of saddling blame upon the wrong person. The discovery of theft of merchandise or money in a store should be followed by an immediate effort to locate the source of loss. The system, while it may not altogether guard against theft, should at least point in the direction of the thieves.

DON'T COPY COMPETITORS.

If you see something unusually good in a competitor's window, do not copy it. Just remember the idea and work it out your own way, improving it in every detail.

ONTARIO HARDWARE CONVENTION—MAY 15-16

Every Retail Hardware and Stove Dealer in Ontario is Invited to Attend.

That a retail hardware and stove dealers' association was required in Ontario has been amply proven by the marked interest being taken in the new organization formed on Good Friday. And that the coming convention to be held week after next is certain to be largely attended is well evidenced by the lengthy and rapidly growing list of firms already enrolled as members of the association.

After five or ten years of organization work the Retail Merchants' Association claim to have 150 hardwaremen as members in 112 towns in Ontario. The Retail Hardware and Stove Dealers' Association cannot claim that much. It has only been organized three weeks, yet it has already over 50 members in between 30 and 40 towns and cities, and if present indications count for anything there will be close on to 200 members in about 100 towns when the convention is called to order ten days hence. It is impossible to give a complete list of the number of members already enrolled, as Organizer Hodson's report for the current week has not yet been made. A partial list of the towns and cities from which members are enrolled or have signified their intention of being present at the coming convention is as follows :

Ailsa Craig.
Barrie.
Blenheim.
Bolton.
Bothwell.
Canfield.
Carleton Place.
Dundalk.
Dundas.
Embrun (Russell county).
Essex.
Glencoe.
Guelph.
Hamilton.
Harrow.
Kingsville.
Midland.
Mount Albert.
Mount Forest.
Newbury.
New Hamburg.
Oakville.
Oil Springs.
Parkhill.
St. Marys.
Sudbury.
Tillsonburg.
Thamesville.
Toronto.
Tottenham.
Trenton.
Verner (Nipissing).
Walkerville.
Waterloo.
Woodville.

Very few of the members in these towns have not sent in the provisional membership fee of $2 named by the executive committee, but a few have forwarded their signed applications without the fee, probably intending to attend to that part of the business at the convention. It will aid the secretary considerably, however, if all will forward their fees along with their applications.

All Have Membership Blanks.

During the past week every hardware and stove dealer in Ontario whose address could be obtained has been furnished with a blank membership card along with a circular announcing the convention. Already these are being signed and returned from all parts of the province, and while this is a busy season, every dealer should take the few moments necessary to fill in the card and send to the secretary with the membership fee, thus giving their moral support to the movement. Local associations have existed in various parts of Ontario at different times with varying results, but this is the first attempt yet made to form a provincial association by men outside of Toronto. Everything points towards success, but it must be recognized that failure now would put the work of organization back five or ten years. Let every dealer, therefore, who has not already enrolled give those who are willing to devote time and money the benefit of their moral support by enrolling at once. The time when co-operation is required is now—not when the association has made good and has a large membership. Don't wait for an organizer, don't wait for the convention, but enroll now !

Everyone Can Help.

The secretary paid a hurried visit to Dundas, Hamilton and Oakville on Tuesday of this week, and out of eight hardware and stove dealers he was able to see five enrolled as members and two of the remaining three promised to forward their applications before the convention met. This shows the value of personal work and shows how every hardwareman can help in the work of organization. If an association is a good thing for one it is a better thing for all. Call on the other hardware and stove dealers in your town and ask them to join the association. Point out that by getting together trade in unprofitable lines can be made profitable and that through organization numerous trade advantages can be secured and the semi-jobbing houses who sell to builders at even lower prices than the retailer can buy at will continue to grow stronger without an association to check their development.

Organizer Hodson reports that his greatest difficulty is in not finding the merchants at home when he calls. All he has seen are favorable and see the need of organization, but in some towns every dealer has been absent for the day. Let the merchants take up the matter themselves. Mr. Taylor, of Carleton Place, for instance, should make it a point to see every one of his competitors and ask them to fill in their applications. Mr. Taylor writes endorsing the action of the executive in placing Mr. Hodson in the field on such favorable terms and points out that "the eastern men have just as many troubles to contend with as their western brothers." He hopes that there will be a good representation from the east at the next convention.

Had the time between the conventions been a little longer the organizer would have been able to cover the entire province. This cannot be done, however, so it rests with the dealers themselves to not only send in their own applications but to get their near-by competitors to do likewise. This is a time for united action. Let each one do his part.

Delegates to be Banqueted.

One of the greatest advantages to be gained at conventions is the getting acquainted with others in the same trade and the exchange of ideas. Men competing for business in the same town or district naturally keep their ideas to themselves, but when dealers whose stores are far apart get together each can learn much from the other.

The publishers of Hardware and Metal have recognized the value of developing the social end of the tonvention gathering and are preparing to entertain their subscribers and the delegates to the convention at a banquet to be held on Tuesday evening, May 15, at the King Edward Hotel. The arrangements are not fully completed but each delegate is requested to keep the evening date open and come prepared to get acquainted with their fellow delegates and hear short addresses by representative manufacturers and jobbers holding official positions in their associations.

Another interesting feature in view is an automobile ride around the city on the afternoon of the second day.

Educational Addresses.

Educational addresses are also promised by representative hardware and stove dealers. It is proposed that one of the sessions of the convention be an "executive session," where the men in the trade can discuss trade evils among themselves with no reporters or outsiders present. As a feature of this session representative dealers have been asked to come prepared to deliver 10 or 15-minute addresses on : "Handling Goods Without Profit," "Mail Order Competition," "Some Price-Cutting Evils," "Modern Hardware Store Bookkeeping," "Importance of Window Display," "Stove Salesmanship," "Advantages of Organization," "Conducting a Business for Cash," "Why We Should be on Friendly Terms With Our Competitors," "Freight Over-charges," and "Hardware Store Advertising." Short discussion with a three or five-minute time limit will probably follow these addresses.

Special Hotel and Railway Rates.

Special arrangements have been made with the Eastern Canadian Passenger Association, comprising all the railways in Ontario, for special rates to Toronto for the convention. Any station agent can give the information as to how tickets can be procured, but briefly they are as follows :

If 300 are in attendance return trip is free. If fifty or more, one-third fare will be charged for the return trip.

Tickets cannot be bought more than three days prior to the opening of the convention (Sunday not counted). A standard certificate must be secured from the station agent with the ticket. Certificates will not be granted where the fare is less than fifty cents. Without a certificate no reduction in return fare will be given.

A special agent of the railways will be at the convention to sign return certificates allowing the reduced fare for return trip and a charge of 25 cents will be made for each one delegate securing a return ticket at the reduced rate.

Return tickets must be purchased within three days after the convention closes. No stop-overs will be allowed and return must be by the same route.

The Rossin House, King and York streets, Toronto, offers a special rate of $2 per day to delegates to the convention and other hotels can be procured at $1.50 per day. The Rossin House will be the convention headquarters and St. George's Hall, where the convention will be held, is easily reached from this hotel.

The Convention Arrangements.

The convention will be called to order promptly at 10 o'clock Tuesday morning and after an address of welcome by the mayor of Toronto, the president, secretary and executive committee will make their reports. Following this the convention will be in the hands of the delegates, the executive committee promising to recommend an order of business.

The convention will be a meeting of business men and every effort will be made to make every minute count. Dealers who do not attend will miss an event which is certain to live long in the memory of all who are on hand. Enough can be learned in the two days of the convention to more than repay the cost of attendance and each delegate will have the consciousness that he is building for the future betterment of the trade. Any dealer who can attend the convention and does not, cannot consider himself as being in the hardware business in earnest. Let "business" be the watchword at this convention—with an intermission for a social good time at the banquet in the evening. Let all unite in making the present convention and the association a success, and then look forward to an even larger gathering next Winter when the wives and daughters of the delegates can be brought along and entertained as well.

A CONVENTION "QUESTION BOX."

At hardware association conventions in the States one of the most interesting features is the "Question Box." Members send in questions for discussion before the convention and when that order of business arrives the questions are read out and discussed under a short time limit. As an illustration the following extracts are given from a report of the "Question Box" at the recent convention of the Illinois Retail Hardware and Stove Dealers' Association:

Question: "Is it a good proposition to sell stoves on the terms adopted by some of our city dealers of $1 down and $1 per week?"

President McKenney: I would like to ask Mr. Lawson of Rockford to answer that question.

Mr. Lawson: The proposition of our salesmen to our customers is to get one-half down and the balance in monthly payments.

* * *

Question: "Does it pay to invest in a cash register costing $200?"

Mr. Vorhees: A cash register is a benefit. A man knows at night exactly how much money he has taken in during the day and he knows whether there is any mistake made by his clerks. My cash register has three drawers and each clerk has a drawer. I recently purchased a cash register costing $450.

* * *

Question: "Does it pay a hardwareman to display five and ten cent articles in his store?"

A Delegate: I have considered that question a number of times and have nibbled at it a little bit, but we have always backed out and never did it.

Mr. Hurst: My idea is that it is not the right place in a hardware store for that class of goods. It would be my idea to sell what you can at a good profit. I don't know of a hardware store anywhere that has gone into that line of business.

* * *

Question: "Is it good business policy to make concessions in prices to farmers' clubs on staple articles?"

Mr. Smalley: In our country we have a very strong grange. They came to us many times and wanted us to make special prices, and we have not done it. They did the same thing on twine several years ago, and we turned them over to a twine company, and they sold them a carload of twine and they gave us a half a cent a pound commission, and we never touched it. I don't believe it is policy to cut the price of your regular stock to anybody unless you are going to give all your customers the same prices.

* * *

Question: "Is it more effective to handle and push one brand of goods than to carry several brands?"

Mr. Eckels: That is one thing that I am trying to do—I am trying to get a line of goods that no man in Decatur has; then they cannot tell me that they can go to John Smith and buy at ten cents less than my price.

* * *

Question: "Are not the expenses of running a retail hardware business more than the average merchant figures on, and do we properly consider the large number of articles sold on a narrow margin of profit and goods on which we have no choice, when we are marketing the general stock?"

Mr. Howe: Would it not be a good plan to devise some uniform system of keeping track of expenses so that we would know what it cost on an average for a hardwareman to do business? I think it the most important question on the list. I have a book which I have ruled. In the first column I have merchandise; the second column, freight; the next one, cartage and express, and another for wages. Our expense of doing business runs a little over 20 per cent.

Mr. Vorhees: I keep an expense account. Running the store myself I don't pay myself salary. I find the expense of doing business about 10 per cent. The amount of business a man does will cut some figure. The more business you do the less expense you have in proportion.

President McKenney: I would like to to ask Mr. Howe a question upon that point. Do you add a percentage to your inventory for freight as merchandise?"

Mr. Howe: In the course of the year I add to my inventory a percentage for freight, which is in proportion to the rate during the year I have paid. Of course that is not accurate, because on some goods the freight is allowed.

President McKenney: What do you consider a fair per cent.? For instance, if you have got a stock of $8,000, what per cent. for freight would you add to that?

Mr. Howe: My freight would be pretty near 5 per cent.

President McKenney: Would you consider 2 per cent. would be a fair proposition?

Mr. Howe: Two per cent. would be a little low.

Mr. Swanson: We figure a certain percentage and add that to the cost of our goods. When we take an inventory we know that everything is included.

Mr. Eckels: For ten years I worked for one of the best hardwaremen in Illinois, and when we got an invoice in we added 10 per cent. to it. That was to represent the expense of business, and then we put on our profit. That is the way I conduct my business to-day.

* * *

Question: "Should a merchant sell at the same price to everybody alike, or make a different price to different customers?"

Mr. Crissey: We have made it a practice for the last ten or twelve years to make one price only. We give 5 per cent. discount on stoves for cash. I will say further in figuring a bill for a building—anything of that kind—we give a little deduction.

* * *

Question: "Should a merchant make his remittances by local check or bank draft?"

Mr. Bittel: No dealer who has any bank account whatever should be asked to pay exchange on drafts.

* * *

Question: "Has any good come out of your hardware association?"

Grant Porter: I don't think it needs any answer. The fact that we are here is enough proof that there is good coming out of it—in the increased membership during the year.

Window and Interior Displays

SHOW WINDOW ADVERTISING.

There are two extremes in the treatment of the show window—indifference and over-trimming, says the Hardware Trade. The one is a result of neglect of its opportunities and produces a shiftless display; the other arises from an impractical idea of the window's purpose and crowds the window with a various display of all the "fancy" looking goods in the store, arranged solely with regard to appearances. This latter form is far preferable, of course, and is in place on certain occasions, such as a store opening.

The true business use of a show window, however, is to make it a factor in the sale of goods, and while this style of trimming will do something in that direction, much more can be accomplished by other methods.

The window should be changed frequently, which will not be done when no pains are taken in its care or where the displays are excessively elaborate. One change each week is not too often, and perhaps about as often as it can be managed ordinarily. The first reason for this is to maintain a clean appearance. After a few days the glass becomes smoky or fly-specked, dust accumulates, and the display loses its fresh appearance, and if left longer it will soon be repellant in effect rather than attractive.

The bulk of customers are the people who pass the store every day or so, and after one observation the window loses its power of drawing attention. Unless there be a moving or changeable object in the window they will not stop to look again.

Variety is Important.

There is no virtue here in repetition. Think a minute and see if this isn't so. Don't you, when pasing a store, notice from the corner of an eye whether the display is different from what it was yesterday, or the day before? Should the goods displayed be anything in which you are interested, then you stop for a more careful inspection.

Confine the display, as a rule, to one line of goods; often to one article. It is possible to have so many different things in the display as to scatter the attention of the customer and fail to impress him with anything. Centralize the attack and make a forcible presentation of whatever is shown.

Spend more thought over the matter of what to put in the display than over the intricate design that can be made from it. An original form of arranging the goods is always attractive, but so long as the display is neat and orderly it will be of service, provided seasonable and appropriate goods are selected.

Definite suggestions as to what to display can hardly be given, for that is largely a matter of circumstance, but certain lines of goods are available at certain times during the year at which they need to be made prominent.



An Australian Hardware Window.

TROLLEY CAR IN WINDOW.

A trolley car fashioned out of articles regularly carried in stock was used as a show window exhibit by an Iowa store recently and attracted much attention from passers-by. The car was 5 1-2 feet long, 2 feet wide and 5 1-2 feet high. The frame consisted of squares put together with 7 x 9 shelf brackets and fastened with tea kettle knobs and quilting frame clamps. The front was formed with web saw blades and the roof of buck saw blades. The eaves were made of drip strips folded over and short pieces soldered on and hooked over the top of the frame. Drip pans formed the centre piece on the roof. The trolley pole was a cane pole fastened with a spring hinge, a screw pulley supplying the trolley wheel. Foot mats furnished the car floor and the seats consisted of .16 gauge shells for legs and glass for bottoms. The backs were also .16 gauge shells, the ends and middle arms being cartridges. The car fender was formed out of sand screen. The brake was an egg beater and the motor lever a window catch surmounting a cream whip. The rods from which the hand straps hung were floor brush handles and the straps were safety chain. The side steps were buck saw blades supported by drip strips. Eight-inch pot covers supplied the wheels and speaking tubes the axles. The hubs were oil can caps. The frame of the car was set upon tin bread pans. The vehicle was fully equipped with electric lights and was attractively trimmed with brass safety chain.

AN AUSTRALIAN WINDOW DISPLAY.

Through the courtesy of the Australian Hardware and Machinery we are able to reproduce an illustration of a window display made by a hardware store in Australia last October. The battleship is constructed almost entirely of stock materials and following the excitement caused by the Russian-Japanese war, attracted a great deal of attention.

WINDOW ATTRACTIONS.

An English hardwareman recently drew large crowds by showing the figure of a man shaving himself with a safety razor. The working model brandishes an ordinary razor in its right hand, while in the left is the safety appliance. A close examination of the figure reveals the fact that the safety razor does not actually touch the face of the waxen counterfeit, but to the casual passer-by the action is sufficiently realistic to give the impression that for those who are inexpert in the art of shaving with a full-size, unprotected blade the safety device on view is the very thing for their purpose. The exhibit is decidedly novel, and worth the attention of dealers in cutlery who are on the look-out for a window attraction.

Keep your store looking as if it were a place of business.

STOVES AND TINWARE

STOVES FOR SUMMER USE.

With the opening of Spring and the anticipation of the coming sultry days of Summer there ought to be a good business done in oil and gasoline stoves, for the demand for this class of cookers has steadily grown during the past few years. Their use has become a necessity if the health and comfort of those who perform the household duties are considered at all.

Stove demonstrations when given by competent persons are an excellent method of increasing sales. The demonstration should be given by one who is able to make a creditable showing, for if a stove cannot be made to "work" just when it is supposed to do its best the exhibition had better not been given.

Canadian manufacturers have turned out some excellent oil and gasoline stoves for this year, and are anxious to make their merits known through the agency of pamphlets and other advertising matter to help the retailer in making known the worth of the goods. Advertising matter that is convincingly gotten up for free distribution, when accompanied by a personal letter from the dealer serves the purpose of both maker and seller. Of course there are bound to be some circulars that, like the seed in the parable of the sower, will fall upon barren ground, but there will be others that will bring forth fifty and a hundred-fold when dropped in the right place.

With the sale of an oil or gasoline stove there is the opportunity of getting the Winter heaters for storage, and perhaps supplying a few repairs, for usually there are some breakages during the Winter. These parts should be ordered at once while fresh in the mind and not left over until Fall when the stoves are needed again. Many dealers find it a business getter to have a place where these stoves can be stored during the Summer months. Besides the remuneration received for labor and storage there is the connection formed by being on the ground floor, so to speak, when the stove question comes up again.

AIR BOX FOR STOVES.

Miss B. J. Monat, South Dunedin, New Zealand, has invented a novel device which is applicable to ranges, stoves, and open grates, and which aims to provide a better control of the draft than has heretofore been possible, thus effecting a saving in fuel. The device has the form of a box, smaller at the top than at the bottom. The rear of the box is left open, while the other three sides are formed of inclined walls provided with long vertical apertures. The bottom of the box is provided with a sliding plate, the purpose of which will be presently explained. The air box, as the device is termed, is placed on the grate of a stove, to which it is secured by means of bolts. It thus takes up most of the space usually occupied by the fuel. The rear of the air box fits closely against the rear wall of the firebox, but a narrow space is left on the other three sides to receive the fuel. By this means the area of the fire is greatly increased, while the depth is reduced. Air passes up from the grate into the box and thence through the apertures to the fire. The plate at the bottom of the air box serves as a damper which can be moved in or out to control the amount of air fed to the fire. Owing to the shallowness of the fire and the general distribution of air, a perfect combustion of the fuel is assured. In proof of the value of the air box it is pointed out that there is a material reduction in the amount of smoke from a stove supplied with this device.

WELSH TIN PLATE INDUSTRY.

London Commercial Intelligence, in a report on the tin plate industry in South Wales, says the tin plate trade seems to be going from bad to worse. American competition is being severely felt, and though some of the Welsh makers are quoting under cost price to secure Canadian orders, they are being undersold to the extent of about 6d. per box, with the result that American deliveries into Canada are going up by leaps and bounds. In other markets, too, the Americans are entering into fierce competition with the Welsh makers, it being reported that the quantity of tin plates on which the United States Government allowed drawback during the fiscal year was 151,677,870 pounds, an aggregate which has only been beaten twice before.

FURNACES IN THE COUNTRY.

The building season now open is a good time to look up prospects for furnace installation. In small towns and country places many houses are built, the owners of which have not considered the advisability of putting in a furnace, but who could be induced to do so. The furnace business is one that can be worked up considerably with the exercise of some attention on the part of the dealer in keeping in touch with prospective builders.

There is some hesitation in installing a furnace by those who have not had practical experience, and when the matter of figuring and laying out comes up, they do not feel like going in for it. While it requires some knowledge and skill to successfully put in a heating system, the usual principles of heating, with the addition of some details, are followed out in furnace work as in other work. In this connection it should not be forgotten that the manufacturer is always ready and willing to give any information that may be required in figuring and laying out, so that the worry to a great extent can be taken off the dealer's hands. In such cases it would be wise to send blue prints or plans of the house to be heated to the manufacturer of the furnace, who has always in his employ those who are skilled in this class of work.

THE SUCCESSFUL STOVE SALESMAN.

The selling of stoves is an art, with features peculiar to itself, said Charles W. Connor, of Minneapolis, in an address before the Hardware Dealers' Association convention of that state.

Stoves have an individuality, and the question of reputation and meritorious features are potent factors in their sale. For the same reasons, the selling of stoves is necessarily an agency business, and as a result it is rarely the case that a certain line of stoves is handled by more than one merchant in each town. Being limited to but one customer in a town, the stove salesman is confronted with conditions which are not met with by salesmen whose wares may be sold to an unlimited number of merchants. He therefore must be possessed of sound judgment, and use care in the selection of his agent, not only from a credit standpoint, but also with a view of selecting an agent who is in a position to handle the greatest quantity of his goods. To attain this end the successful stove salesman must be possessed of the qualities which will enable him to command the attention, respect and confidence of the merchant whom he wishes to interest in his goods, and having placed his line, he must deport himself in such a manner that he will retain the respect, confidence and good will of his customer. To this end he should never make a statement which cannot be borne out by facts, and should be careful in all his transactions to have everything so clear that a misunderstanding cannot possibly occur. He must be particularly careful in making out his orders to have every item pertaining to prices and terms, etc., clearly and specifically stated, and under no circumstances have any agreement or understanding that is not so stated in writing in his order.

The successful stove salesman will have a thorough knowledge of his own goods, and be thoroughly familiar with the stoves he meets in competition, at the same time never referring to a competitor's line unless absolutely obliged to do so, and under no circumstances will he speak of a competitor's goods in a disparaging manner.

In my opinion the successful stove salesman is born, not made, although a certain amount of education, experience and proper training is necessary to develop the faculties which he may possess to bring out his full force and efficiency. The successful observant stove salesman through coming in contact with a great number of merchants, will pick up ideas which will assist in the sales of goods, and will gain the good will and friendship of his customers, by imparting knowledge thus acquired, besides taking pains to explain fully and in every detail the selling features of his particular line of goods, especially new productions as they are brought on the market.

The successful stove salesman should ascertain what are the possibilities of sales, etc., and requirements of his customer, and be cognizant of the same when selling him, and never wilfully guilty of selling him more goods than he can dispose of during the season under normal conditions, as by so doing it will react against him, and thereby lose him the confidence and respect so necessary in these days of a successful business life.

The Pouch Feed, to be Found Solely on Royal Stoves and Ranges, is the Best-Selling Feature that any Stove or Range Ever Possessed.

Have you given a second's thought as to just what the **Pouch Feed** is? How it sells the stove or range on sight and piles up the satisfaction account? If you haven't, it's because business has prevented you. It's not like a stove dealer to be disinterested in the things that mean **big interest** for his money.

The Pouch Feed was ushered in so that a lot of trouble, in the form of unnecessary exercise of hands, might be ushered out. The busy wife on washday doesn't want to be "tugging away" at a boiling hot boiler simply that she may be enabled to add a little fuel and give the fire the necessary "stir." But in all stoves and ranges except

Royal Stoves and Ranges

she has to do it or let the fire go out. **The Pouch Feed is a "mouth" that takes in coal because it has the proper "slant" and proper dimensions.** It's too greedy to allow any coal to drop to the floor, **and as a broiler it's ideal.**

You will perhaps say: "but all stoves and ranges have the 'Top Door' or 'Check Draft' where coal can be 'squeezed' in and broiling done." Mr. Dealer, a Top Door is **not** a Pouch Feed; **squeezing in** coal is a "job," while "putting" in coal is a "pleasure;" and "burning" meat is **not** "broiling" it. No sir, old Top Door won't eat coal. He gives it to the ash-pan. But he will do one thing—he'll burn your hand if you get into a "broil" with him.

Send for literature concerning the "Royal" Family

CANADA STOVE WORKS, - HARRISTON, ONT.

YOUR SPRING SALES



"SAMSON" HAND DELIVERY CANS.

You can help your spring trade by handling these lines.

"Samson" goods are becoming more popular every year and are now specified by many dairymen.

We can ship all lines promptly.



"SAMSON" RAILROAD OR DELIVERY CANS

"SAMSON" MILK CANS. "SAMSON" TRIMMINGS.

TINNED IRON FOR CHEESE FACTORY USE

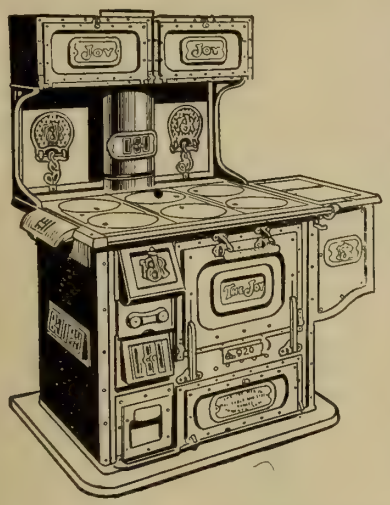
Send in your order and have a good stock when the time comes.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

JUST TWO THINGS



We'd like to have one dealer in every town in Canada, who has never had a Malleable range in stock, just put one on his floor along side of the best range he handles and let it speak for itself. We've been telling you some of its good points, but it must be seen to be fully appreciated.

Stove dealers in the Northwest who are now handling malleable ranges of American make, we'd like you to "switch"—why buy foreign ranges when the peer of any American range—and made in Canada—is offered you, in

THE JOY MALLEABLE RANGE

Only one dealer in a place can get it.

Joy Mfg. Co.

32 Humberside Ave. ...Toronto

The Three Things to Decide On



PRICE
QUALITY
SALEABILITY

These three **you** have to weigh and upon them make your choice.

THE EMPIRE QUEEN RANGE

is a range with the right price—i.e., **right** for you. The quality is vouched for by our Book of Testimonials—real opinions from live people. The saleability of the "Empire Queen" is a personal affair for you to acquaint yourself with through experience. The connecting link between you and this Company is the Booklet. Send for same.

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

299-20

The finest range in the new 200 series —sets just about as high a standard for a steel-plate range as anybody is likely to reach in your time. That's the finest range that bears the name

OXFORD CHANCELLOR

Fitted to burn coal or wood, and built just as well as we know how to build a range. There are 60 styles in the Chancellor line—and your trade must be mighty hard to suit if some of those styles won't suit it better than any other range you ever saw. We can make a proposition to you on this range that ought to interest you. Do you want to know what it is?

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

The Gurney Foundry Company

Limited

Toronto Winnipeg Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

(99)

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
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JOHN BAYNE MACLEAN - President

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WORK FOR HARDWARE ASSOCIATION.

The demand made by the recently organized Postmasters' Association that postmasters be granted permission to sell lists of names of persons receiving mail at their offices to department stores, mail order houses and patent medicine concerns, is something that requires prompt action on the part of the Retail Hardware and Stove Dealers' Associations of Western Canada and Ontario. The demand was first made by the western postmasters, but has since been renewed by a convention of Ontario postmasters.

A strong resolution protesting against this demand should be adopted at the convention in Toronto on May 15 and 16 and the matter should be followed up by letters of protest to the Postmaster-General as well as bringing the matter to the attention of the members of Parliament. If the Postmaster-General receives a thousand letters of protest the proposition will undoubtedly be squelched. To make certain, however, every merchant should also ask the member for his constituency to use his influence with the Postmaster-General against the scheme.

The postmasters have a perfect right to organize to better their conditions. Through organization they can remedy many evils under which they suffer. But their decision to sell their brother merchants in their home towns for the mail order house's thirty pieces of silver cannot but meet with universal condemnation. Carry the protest to the postmasters themselves and let them join in having the demand withdrawn.

BENEFITS OF ORGANIZATION.

Speaking of the work of retail organization being aggressively pushed in the Western States, the Hardware Trade, of St. Paul, points out that it is up to the country retailer to organize his town and his county. Association with his fellow merchants and the merchants of other cities broadens the retailer. He finds in the exchange of suggestions, different methods of doing business, different ways of meeting trade evils and helpful methods in the conduct of his affairs.

County associations are doing excellent work bringing new members into line, looking after dead beats and slow pays, collecting delinquent accounts, bringing about harmony and unity in action in towns and preventing merchants from entering upon ruinous competition and from making serious losses in many ways.

Your competitor is perhaps a decent fellow. Like you, he is in business to make a living and he has a perfect right to meet you in open competition. He has his troubles just as you do. He has slow pay customers and customers who never pay. He has to meet catalogue competition. Sometimes he is overstocked with unsalable goods just as you may be, and this is all the more reason why you should get together and work in harmony rather than be practically enemies.

Get together and rub shoulders with each other and you will find that your competitor is a good fellow like yourself. Together you may be able to bring in the third and the third may get the fourth, and in this way all may be working in harmony. Better try it.

AMERICAN JOBBERS FOUND TRUE.

An Indiana hardware merchant who recently attended the convention of the National Hardware Association was impressed with the assurances given the retailers that the jobbers would under no conditions sell goods to any but recognized hardware merchants. He resolved to test the matter and on his return home induced a friend not in business and having no commercial rating, to send orders to hardware jobbers in St. Louis, Chicago, Louisville, Cincinnati, Indianapolis and Philadelphia. The Philadelphia house was the only one to fill the order, they sending by express half a dozen Yale padlocks, billing at dealers' price.

When their representative called on the dealer a week or so after, for the first time in years he left without an order. He immediately took the matter up with his house, saying he considered their action a breach of faith to him. The jobbing house replied that a mistake must have been made and promised to investigate the complaint immediately. They did so and made the following statement:

"Our filling this order was contrary to the principles that govern our business. We have sacrificed millions of business (by many considered legitimate) by refusing to sell railroads, manufacturers, contractors and others who desired hardware for their own use and not to sell again. We are very much surprised to find such an order as this slipped through. Investigation reveals:

"The order does not look like one that a farmer, mechanic, or consumer would write. It is written and composed as a dealer would write it, and was received at a time when our credit man was absent, being at the bedside of a dying mother. An assistant looked it up, noted "no rating" in Dunn or Bradstreet, and stamped it "new order." Several of the office force were sick, and this coming through with a large number of others, passed without exciting suspicion. The fact that it was ordered by express indicated the locks were urgently needed. The amount being small, it received only cursory notice. This is the first instance of this kind coming to the writer's attention. None of us is infallible. That errors may occur we feel any reasonable, fair-minded hardwareman will admit. We do claim, however, no house can justly claim fewer breaks of this kind."

All the other jobbers wrote that they confined their business to the retail trade and advised consulting their local dealers. That one jobber sent the goods is not sufficient reason to believe their policy is different. In the multitude of transactions that make up a jobber's business some single case should not be considered as proving general unfairness.

If the test had been tried in Canada would the result have been so satisfactory? If not there is need for a retail hardware association in every province.

THE UNIVERSITY ACT.

In the provisions of the University Act, which is now being considered by the Legislature of the Province of Ontario, it is gratifying to note an honest attempt to solve a question which has for too long a period been neglected or minimized. It has now been undertaken aggressively, and the present bill follows with fair exactness the recommendations made in the report of the University Commission recently issued.

The main features of the new legislation are the arrangements which have been made to guarantee the harmonious government of the university's business and academic interests, and to provide sufficient revenue for current expenses.

For the government of the institution it would, at first sight, seem that a multiplicity of bodies have been created, whose powers and privileges might in practice overlap. But in reality there is a distinct division of duties, the business management being quite separate from the academic.

The most important body is the board, to be known as "The Governors of the University of Toronto." They are to be the successors of the present trustees, but with enlarged rights, powers and privileges, including the government, conduct, management and control of the university, and of its property, revenues, business and affairs. Among the powers of the board may be mentioned the appointment of the president of the university, the principal of University College, and the deans of the various faculties; the erection of necessary buildings, and the alteration (if it should be deemed expedient) of any other body except the senate. The board will consist of the chancellor and president of the university, and thirteen persons appointed by the Lieutenant-Governor in Council. These latter will hold office for six years.

The senate will manage the academic affairs of the university, and among its members will be a generous representation of the graduates, with four representatives of the high school and collegiate institute teachers of the province. Both appointed and elected members will hold office for four years.

Convocation will be a body consisting of all graduates of the University of Toronto and federated universities. It may meet at the call of the chancellor to consider questions affecting the well-being of the university, and make representations to the board and senate.

The council of the faculty of arts is a body which, practically speaking, advises the senate upon the conduct of academic affairs within its own sphere. Although really managing the examinations for the faculty of arts, it looks to the senate for final approval. There is a similar council for all the other faculties and also for University College.

Perhaps the most radical change proposed is the new body to be known as the caput, which will consist of the president, principal of University College, heads of the federated colleges and universities, and deans of the faculties. The caput is to exercise powers as to discipline, and to deal with all such matters as may be assigned to it by the board or senate. It may also advise the president.

The ornamental head of the university is, as now, to be the chancellor, who will be elected by the graduates. He is to hold office for four years.

Finally, there is the president, who is to be, in fact as well as in name, the chief executive officer of the university. He will have general supervision over academic work, will be a member of all faculty councils, and chairman of the senate. It will, moreover, be his duty to confer degrees, in the absence of the chancellor, to suspend, if necessary, any member of the teaching staff of the university or University College, to make recommendations to the board as to all appointments, promotions and removals, and to report annually upon progress and efficiency of academic work.

Another aspect of the new bill which will meet with commendation is the encouragement that is being given the newly federated Trinity College to take up quarters in Queen's Park. It is to be hoped that this will soon be accomplished.

All these provisions are of great interest to the students, graduates and intending students of the university. But the entire province will be concerned, and, it is hoped, gratified by the financial arrangements proposed, by which the university will be placed on a much more secure basis than before. A certain number of acres (as yet undetermined) of public lands will be set aside as a permanent endowment, and a certain proportion of the average yearly gross revenue from succession dues, to provide for the maintenance and support of the university and University College.

For their effort to meet squarely the problem of higher education, and to improve the status of the provincial university, academically and financially, the Ontario Government are to be congratulated.

WHO PAYS THE SHOT?

Toronto's post office fire has raised the question of responsibility for losses incurred by the destruction of registered letters. Fortunately no registered mail fed this blaze, but there remains the omnipresent If. The Government has always disclaimed responsibility for lost, destroyed or stolen registered mail; the issue, therefore, is between the addressor and the addressee.

It is a postal regulation that as soon as a letter or any postal matter is mailed it becomes the property of the person to whom it is addressed. So if you vent a hasty spleen on paper and mail it, then think better of it, you cannot get it back, unless, perchance, you misdirect it and it comes to you in time through the medium of the postal graveyard.

Two prominent wholesalers, a grocer and a draper, gave the daily press interviews on the subject and both left the loss at the door of the wholesale house, presuming the destruction of a registered letter by which a customer had remitted money. J. W. Woods, of the Gordon, Mackay Co., said that in view of the postal regulation he thought the wholesaler would be responsible for letters mailed to him because once mailed they became his property. Hugh Blain, of the Eby, Blain Co., said: "In case the letter was registered we could hardly ask the customer to pay twice even had we the right to do so."

The wholesalers are not at all unanimous in that view and there are two very obvious reasons against it. It would open up a large field for fraud, and the sender has absolutely safe methods of transmitting money if he chooses to avail himself of them.

After the fire a postal official said: "The post office is not responsible for the delivery of money sent by registered letter. If it were, a large field for fraud would be opened up." The same would be true if anyone other than the sender was to be held responsible, because only the sender knows how much or if any money at all is in a letter. When a letter is registered the post office gives a receipt for it, but it doesn't know or care how much money there is in it. If the addressee is to be held responsible, then the addressor should be required to bring the money to the post office and place it in the letter in the presence of the official, getting a receipt not only for the letter but for the amount.

But why send money by registered letter at all? There are three absolutely safe means of remitting, by check, by postal money order or postal note, and by express order. If a dealer has a bank account, why, of course, that is the easiest avenue of liquidation and has the pleasant advantage of leaving the wholesaler to pay the exchange, an eighth, a tenth or a sixteenth of one per cent., according to the amount and the intimacy of one's relations with the bank. But the minimum is 15 cents, and for small amounts that is dearer than by money order or express order. The express and money order rates are the same. With these safe methods to choose from, where neither fire nor quake can destroy nor thieves break in and steal, why should anyone else be responsible if a man chooses to send his money by registered letter?

The moral of it all is, adopt modern methods of business; keep up with the game; and it applies quite as aptly to buying goods and to selling goods as to paying for them.

Door checks are a thing much needed, but little used. Why not run a good line and show people the benefit of them? They are just the thing for the Summertime.

ASSIGNMENT NOT JUSTIFIED.

W. J. McKissock, of Strathavon, near Owen Sound, farmer and general merchant, assigned recently to Osler Wade, assignee, acting for an important Toronto dry goods house. His assets amounted to $8,991.64, and his liabilities to $5,468.65, leaving a surplus of $3,522.99.

Why did he assign?

He had sent a letter to several of his creditors stating he would have to have an extension or they might come and take the stock. His replies came in the form of representatives of two assignees. Mr. Wade's man was first, because he moved faster, and it may be guessed, he did not twiddle his thumbs long before securing the assignment.

When the creditors met in Toronto the wholesale firm which had initiated the proceedings were surprised at the solvent condition of the estate. They were sorry the assignment had been made. An Owen Sound creditor objected that the assignment should not have been made, and the representative of the Toronto house agreed with him.

Mr. McKissock, who had started the store two years ago, had a $4,000 stock, a $3,700 farm, and did business in a year equal to about the value of his stock. That turnover could not make the business pay. The Toronto man said to the Owen Sounder: "Guarantee us our account, $520, and we will pay the expenses of the assignment thus far incurred."

The north country man could not see his way to do that, so the trade creditors agreed to take 85 cents on the dollar. The total expenses of the assignment will be about $125, and the 15 cents more than make that good. The local creditors undertake to see the trade creditors paid by March 1st, and the estate has been handed back.

A little enquiry by the wholesalers would have prevented this assignment, and a lot of trouble and worry. It was easier, however, to hand the merchant's letter to an assignee. The fact that Mr. McKissock was not displaying keen business acumen should have inspired consideration rather than peremptory measures. The wholesalers did not mean to be harsh; they just didn't think. They did what was customary.

This case should suggest that a little investigation, or at least enquiry, precede instructions to an assignee.

If you sell paint, keep your own store brightened up with it.

SUCCESSFUL JOBBERS AND SALESMEN.

No. 24.

A hardwareman through and through is Mr. S. E. Waffle, who represents Alex. McArthur & Co., paper manufacturers, in Ontario and the Eastern Townships. For over twenty-one years he has been connected with the hardware trade, and it would be superfluous to say that he knows it thoroughly.

Mr. Waffle's first hardware experience was gained in Dresden, Ontario, with the old firm McVean & McVean, who presided over "The Big Axe" hardware store. Later he went to Elmvale, where for seven years he held a position in the hardware store of R. Peters.



S. E. Waffle,
Representing Alex. McArthur & Co., Montreal, in Ontario and Eastern Townships.

After serving in the retail trade for twelve years, Mr. Waffle was chosen for a vacancy on the traveling staff of the J. F. Pease Furnace Company. In representing this firm in Northwestern Ontario, he met with encouraging success for two years, when he was appointed to his present position with Alex. McArthur & Co., the Montreal paper manufacturers. For some time his territory extended as far as Winnipeg in the west, and Newfoundland in the east, but he now covers only Ontario and the Eastern Townships.

Mr. Waffle makes Smith's Falls his home, and he has resided there for the past three years, as he finds it convenient to the greater part of his territory. He is quite enthusiastic over the prospects of the town as an industrial centre, referring to it as the "Manchester of Eastern Ontario."

Mr. Waffle is so well-known in the trade that his likeness on this page will be recognized by the great majority of our readers.

RENTING CEMENT BLOCK MACHINES.

The renting of cement block making machines is an innovation that should prove profitable to hardwaremen. Cement blocks, from the ease with which they are used in construction, have made for themselves a place in the building world, and there is no doubt that they would become even more popular were the process of manufacture brought within easy reach of the individual who contemplates building. Particularly would this be the case with the farmer, who does most of his own building. An outbuilding of some kind is desired, and often cement blocks seem to be just the thing required, and would be used were it not for the cost of purchasing the blocks or the machine to make them, and unless a man goes into building extensively, he does not care to buy a machine outright.

In the removal of this difficulty one of our advertisers has shown great enterprise in manufacturing a machine that is easily portable, and can be operated by anyone. These machines are sold to hardwaremen, who rent them out to the man about to build, but who does not care to buy an outfit. The machine in this way will soon earn enough to pay for itself, and with ordinary care will be little the worse for wear.

This seems to be a line that should appeal to every hardwareman, for he not only receives the rental of the machine, but also the sale of cement. There is the probability, too, that some hardware will be required for the building in the way of paper, locks, glass, etc., so that quite a little business could be done that might otherwise be diverted into other channels.

There need be no hesitancy in making cement blocks. The process is simple, and the ingredients known to everyone. Cement blocks and concrete construction have come to stay, and as these machines and the material is essentially a hardwareman's business, it is a thing worth looking into.

The carrying of a few jack-screws for renting has usually been of benefit to the dealer, both in the rental and in the other business done in connection therewith, and there is no doubt that one or two cement block machines would also be a valuable acquisition to the hardwareman's stock-in-trade.

HARDWARE TRADE GOSSIP

Ontario.

Dreany Bros. have opened up a new hardware store at Cobalt.

A. Rogers, plumber, of Hamilton, was in Toronto during the week.

S. Norfolk, Pembroke, has started in the hardware business at Haileybury.

Charlton & Wilson have opened up a new hardware business at Haileybury.

T. S. Hobbs, of the Hobbs Hardware Co., London, was in Toronto during the week.

G. B. Dowswell, of the Dowswell Manufacturing Co., was in Toronto during the week.

Montgomery & Ferguson, late of Kingston, have opened up a hardware store at Haileybury.

Ald. Hugh Wallace, plumber, of Hamilton, spent a day or two in Toronto during the week.

W. A. C. Hamilton, of the Consumers' Cordage Co., Montreal, was in Toronto during the week.

R. W. Cherry, Russell, hardware and implement dealer, has disposed of his hardware business.

C. L. Burton, of the Fancy Goods Co., Toronto, was in New York for a day or two during the past week.

Harold A. Wilson, sporting goods dealer, of Toronto, was in New York the early part of the week.

Mr. Kelly, representing the Penberthy Injector Company, Windsor, was a visitor in Toronto this week.

Howard & Hawkins, who were formerly clerks at Pembroke, have opened a hardware store at Latchford.

Geo. J. B. Ramsden, of the J. H. Still Manufacturing Co., St. Thomas, was in Toronto during the week.

A. E. Ripley has retired from the Ottawa Paint Works. Business will be continued by remaining partners.

Fred Somerville, manager of the Ontario Lead & Wire Co., Toronto, will return from Europe about May 15.

The St. Catharines master plumbers have signed an agreement to give their men a minimum of 30 cents an hour.

T. L. Cooke, who recently bought out McGee's hardware store at Fenelon Falls, has established a branch at Coboconk.

Hinners, Fielder & Johnston have started in the business of electrical contractors and supply dealers in Fort William.

Thomas Young, jr., hardware dealer, of Shallow Lake, spent a day or two in Toronto during the week, selecting some stock.

Caley Bros. have started in the hardware business at Latchford. They were formerly clerks with Richardson & Co., North Bay.

Chas. Rutland, Toronto, representative of the Consumers' Cordage Co., is able to be at his place of business again after an illness.

Thomas Wright, representing H. S. Howland, Sons & Co. in Manitoba and the Northwest, has returned west after a month's sojourn in Toronto.

W. R. Stavert, Montreal, who has been on a selling trip with Jenkins valves in Ontario, was a caller on Hardware and Metal in Toronto a few days ago.

Christian A. W. Voss, for many years a hardware merchant in Toronto, died at his home there last Sunday. He was born in Hanover, Germany, 75 years ago.

H. R. Chillas, formerly with H. S. Howland, Sons & Co., Toronto, has been appointed one of the Western Ontario traveling representatives of the Kemp Manufacturing Co.

Mayor J. W. Dickson, who disposed of his hardware business at Dundas eighteen months ago, is now conducting a stove and plumbing shop in connection with his real estate business.

C. C. Lee, of Goderich, has purchased M. W. Howell's hardware business. The two stores being adjoining an archway will be made connecting them. Mr. Howell intends to go west shortly.

Albert Karges, Woodstock, has resigned his position as head salesman for Gardner & Co., and has engaged with the James Stewart Manufacturing Company of that town to act as one of their representatives on the road.

F. Hamilton, of the F. Hamilton Company, Hamilton, who was severely injured in the back last fall in an accident on the Hamilton and Grimsby electric railway, is around again but will not be able to take up active work again for a while yet.

H. C. Martin, British Columbia representative of H. S. Howland, Sons & Co., has purchased a residence in Vancouver where he has removed his family from Toronto. Mr. Martin will spend the bulk of his time on the coast in future, visiting headquarters only about once a year.

M. J. Quinn, mechanical superintendent of the province, has sent in his resignation to Hon. Dr. Reaume, the Minister of Public Works. Mr. Quinn entered the public service twenty years ago, when a mere boy, and by his merit and ability attained his present position in charge of the heating, ventilating and similar apparatus in all the Government buildings throughout the province. He is a nephew of the late Hon. C. F. Fraser, who was Minister of Public Works. Mr. Quinn has accepted a responsible position with one of the most enterprising and go-ahead heating supply houses in Canada.

Quebec.

O'Hara & Hawkins, plumbers, of Montreal, have assigned.

Joseph Lafrance, plumber, Montreal, has made an assignment.

Edward McGowan, of Ste. Martine, visited Montreal recently.

Fogarty Bros., electricians, of Montreal, have assigned to creditors.

J. A. Beaudoin & Co., Montreal, have started in the hardware business.

The hardware firm of A. Roy & Co., Joliette, has dissolved partnership.

The assets of Lefebvre & Lariviere, hardware dealers, St. Hyacinthe, have been sold.

Chas. Milot, general merchant, of St. Monique, visited some of his trade connections in Montreal this week.

J. J. Sophus, of McLean & Sophus, Montreal, is again calling on the trade, after a severe attack of pneumonia.

Chas. MacDonald, manager of the St. John Iron Works, St. John, N.B., was a visitor in Montreal a few days ago.

Octave Charland, plumber and tinsmith, of Nicolet, was in Montreal during the week placing orders for supplies.

W. J. Daly, of Daly & Morin, Montreal, has returned to that city from a ten-day trip to the Maritime Provinces.

H. G. Hagen, of H. G. Hagen & Co., plumbers, of Sydney, C.B., called on some of the Montreal supply houses this week.

The general offices of the Thos. Davidson Manufacturing Co., Montreal, have been greatly extended by taking over the space lately used as a sample room.

P. D. Dods & Co. are removing their city offices and warerooms to the building formerly occupied by the Packard Company on McGill street, Montreal.

Matthew Moody, of the Matthew Moody & Son Co., manufacturers of agricultural implements, Terrebonne, was in the Royal City this week on a business trip.

R. J. Younge, sales manager of the Canadian Rubber Company, Montreal, left this week for a six weeks' trip to the coast, during which he will visit the different branch offices of his company.

Among the hardware buyers in Montreal this week were: C. O. Gervais, St. Johns; Mr. Pringle, Huntingdon; J. A. Paquin, St. Eustache; Maxime Andy, Quebec; and D. Brousseau, jr., Quebec.

G. A. Kohl, vice-president of B. & S. H. Thompson & Co., importers, Montreal, returned on Tuesday from an extended business and pleasure trip to the Mediterranean and other European points.

W. J. Grant, representing William Hutton & Sons, Sheffield and London, Eng., was in Montreal this week on his return home from a three months business trip through Canada. Mr. Grant represents one of the oldest and largest manufacturers of silverware and electro plate, and reported business everywhere to be excellent.

Western Canada.

W. J. McKay has opened up a hardware store at Midale, Sask.

R. A. Douglas, hardware merchant, of McGregor, Man., has sold out to W. M. Read.

The Mitchell Electric Co., Winnipeg, has been taken over by the Hudson Electrical Co.

A. M. St. Arnaud, of Montreal, was in Winnipeg this week calling on the wholesale trade.

J. H. Ashdown returned to Winnipeg last week from an extended pleasure trip in California. He was fortunate enough to leave San Francisco about a week before the disaster occurred.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 70.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Hoop Iron—Advance of 10 cents all around.
Ingot Tin—Is now quoted as high as 44-45 cts.
Antimony—Shows a further advance to 24-25 cents.
Mixed Rags—Are now commanding $1 to $1.20 per 100 lbs.
Pig Iron—Summer prices are now quoted.

TORONTO.

Ingot Tin—Another cent advance has been made.
Antimony—Now quoted at 24 cents.
Black Sheets—Advances have been made on small gauges.
Tire Steel—Quotations are 5 cents higher.
Poultry Netting—Discounts have been lowered.
Old Material—Better prices are offering for scrap zinc and wrought iron.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 4, 1906.

Business is remarkably strong this week, to put it mildly. All hardware dealers seem to be in such a rush for their goods that jobbing houses here are working at the top of their capacity getting shipments out on time. Activity is displayed in all seasonable lines, and present conditions will very likely continue for two or three weeks longer, after which things will get back to normal again.

The only price change of any importance noted this week is in hoop iron, which has been advanced 10c. for all sizes. Other goods remain steady, with a disposition to go higher rather than lower.

AXES—Business is good. We quote: $7.60 to $9.50 per doz.; double bitt axes $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—We quote: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34 inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Current quotations for medium orders are $4.25 for cold blast.

RIVETS AND BURRS—Trade is still jumping ahead at a good rate, and orders are numerous. We quote: Best iron, rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Trade has not yet opened up, nor will it in all likelihood during the present month. In the meantime we are quoting: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b., Montreal.

MACHINE SCREWS—Discounts are unchanged and orders good. We quote: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—The regular trade is being done in this line without any change in prices. Our prices are as follows: ⅜ and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

HORSE NAILS—There is a good call for this line, which continues to sell at the following discounts off list. C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Conditions are steady but the demand is not overly large at present time. We still quote: $2.15 per keg, f.o.b., Montreal.

CUT NAILS—Business is featureless. We still quote: $2.20 per keg, f.o.b., Montreal.

HORSESHOES—Both jobbers and manufacturers report an active market We quote the following prices: P.B. new pattern, base price, $3.50 per 100 pounds; M. R. M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—The demand, while steadily increasing, is not yet up to its full capacity. The jobbing houses here, however, are now getting out their catalogues, so that when these are in the hands of the trade large orders will no doubt be noticed. For the present the chief demand is for fishing tackle and ammunition, while baseball supplies are also well to the fore.

BUILDING PAPER—Business is only fair, though it is still increasing slightly. Manufacturers are looking for the trade to open up very shortly. Prices remain unchanged.

CEMENT AND FIREBRICK—There is now a first-class call for both cement and firebrick, as the season for building operations is well under way. The big jobbing houses are now quoting their Summer prices, the opening of navigation having allowed the customary drop in prices. We quote the following: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. "Lafarge" (non-staining) in wood $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21; American, $30 to $35; White Bros.' Eng. cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—Our prices are as follows: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—Sales are strong and prices steady. We quote as follows: American Twin, 2 qt. $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—Shipments are very numerous and price remains $1.45 per hundred square feet.

BINDER TWINE—Conditions remain unchanged.

RAW FUR—We quote as follows:

		No. 1.	No. 2.	No. 3.	No. 4
Bear	Black	$12 00	$8 00	$4 00	$1 00
"	Yearlings	7 00	5 00	2 00	0 30
Fisher		7 00	6 00	5 00	....
Fox	Red	3 00	2 25	1 00	0 20
"	Cross	5 00	4 00	2 00	0 50
Lynx		7 00	5 00	4 00	....
Marten	Dark	10 00	5 00	2 0	0 50
"	Pale	6 00	3 00	1 25	0 50
Mink	Dark	6 00	4 00	1 50	0 50
"	Pale	3 25	2 50	1 50	....
Muskrat	Spring	0 25	0 18	0 15	0 03
Raccoon		1 50	1 00	0 50	0 20
Skunk		1 75	1 50	0 75	0 45
Weasel	White, 35 to 50c. for prime skins.				
Wolf	Timber	3 00	....	....	....
"	Prairie	1 25 to 1 50	0 75	0 35	....
Wolverine		5 00 to 6 00			

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 4, 1906.

There is a well sustained activity in all lines of hardware, but more especially in builders' material and garden implements. The recent advance in shovels does not seem to lessen the buying any, as some big shipments are going out now owing largely to the amount of construction work that is going on.

Discounts on poultry netting have been lowered to 55 and 5 off 2-inch mesh 19 w.g., and on all smaller sizes 50 per cent. off.

Cement remains at the same price, and although the demand is heavy, most of the large users are buying on contract, so that it would seem that the present prices will remain unchanged for some time.

Rope and cordage is firm in price, with a good demand, particularly in marine lines. Jute is at present higher in price than it has been in thirty years.

There has been a decided impetus in all sporting goods this week, fishing tackle being quite a leader.

AXES AND HANDLES—Orders are being booked now for future delivery, although present business is quiet.

CUTLERY AND SILVERWARE—Some large orders are being taken now, and travelers are carrying many new things.

SPORTING GOODS—A decided increase is shown in all lines.

WASHING MACHINES— Trade is fairly active at present.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent. off.

POULTRY NETTING—Some changes have been made in discounts, making prices higher. A large amount is being sold.

GALVANIZED WIRE— We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE—An active demand is experienced. Prices remain the same. We quote: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The usual large volume of business is being done. Prices are being cut some.

CUT NAILS—Cut nails are selling in fairly large amounts.

HORSENAILS—Business shows an improvement now that the weather has become dry. No price changes.

HORSE SHOES—The Spring has ushered in a good trade. Market firm. We still quote: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7.00. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

SADDLERY—The usual amount of business is being done.

RIVETS AND BURRS — An active trade is experienced in all sizes.

SCREWS—Business in screws continues good and a large amount is going forward.

BOLTS AND NUTS—A large amount of bolts and nuts are sold now. No further price changes.

CORDAGE—We now quote as follows: On binder twine, 500 feet, 10c. lb:; 550 feet, 11c. lb.; 600 feet, 12c. lb.; 650 feet, 13 1-4c. lb. Golden Crown, 500 feet, 9 3-4c. lb. On Gold Medal Brand (imported), 600 feet, 12 1-4c.; 650 feet, 13 1-4c. Discount for car lots: Manila, 15c.; British manila, 11 1-2c.; sisal, 10 1-2c.; double lathyarn, 10 1-2c.; single lathyarn, 10c.; sashcord, "Hercules," 30c. to 32c.; "Star," 36c.; cotton twine, 3-ply, 24c.; 4-ply, 29c.; calking cotton, 16 1-2 to 17c.; cotton waste, colored, 6 3-4c.; white, 9c.

CEMENT—Cement continues to be called for in large quantities, and fears are entertained in some quarters that a shortage will be felt before the end of the season. Prices remain the same and will no doubt, until Fall, as most users are buying on contract prices. We are quoting as follows: For carload orders, f.o.b., Toronto, Canadian Portland, $2.00. For smaller orders ex. warehouse, Canadian Portland, $2.15 upwards.

FIRE BRICK — There are no changes to record. English and Scotch firebrick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27 1-2c. to 35c.

HIDES—Buyers have advanced the prices paid for country hides, calf skins, rendered tallow and pulled wool. The supplies of hides continue light. It is said killing has not commenced in the country.

Hides, inspected, steers, No. 1		0 11
" " " No. 2		0 10
" " cows, No. 1		0 10½
" " " No. 2		0 09½
Country hides, green, flat, per lb		0 09½
Calf skins, No. 1, city		0 14
" " No. 1, country		0 13
Dekins	0 75	0 85
Sheep skins	1 50	1 75
Horse hides, No. 1	3 15	3 55
Rendered tallow, per lb	0 04½	0 05
Pulled wools, super, per lb		0 25
" " extra "		0 27
Wool, unwashed fleece	0 16	0 17

Canadian Metal Markets

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 4, 1906.

Speaking generally, great activity is displayed on the metal markets this week. Everybody is clamoring for goods and insisting upon immediate deliveries. Consequently the big distributing houses are at their wits ends to get out their shipments in time.

Among ingot metals tin and antimony easily hold the foremost place in the attention of the trade. The former is advancing every day, and although some time ago it jumped up to the highest price yet reached, the end does not seem to have been arrived at, even now, for we declare another advance this week with the market stronger than ever and indications pointing toward still higher quotations. It is whispered that this remarkable condition is the result of a corner successfully engineered in the English market, whose influence is even stronger than had been at first expected.

Antimony, too, has now reached a fabulous price, dealers here not being any too anxious to sell, even at the figures we are quoting, from 24c. to 25c. per lb. In England the price has now jumped to over £100 per ton, as against about £27 quoted only a year ago.

Pig lead is now holding its own, and whatever slight fluctuations there are have no very great effect upon the general condition. We are quoting this week the same price as for some time past.

The importers of pig iron are now quoting their Summer prices. These, of course, show a drop from the figures given all Winter for delivery from stock, but the market is in reality firmer and higher prices are to be expected. There is a good buying movement, and while orders for small lots are being taken up rapidly from stock, there is also an excellent demand for import. Buyers are apparently anxious to stock up before the advance which is expected by all. The rebuilding of San Francisco will consume a tremendous amount of structural steel, and it is considered that this will act upon the pig iron market and force prices up by curtailing the available supply.

CANADA PLATES — No change in price is to be noted, but the demand is increasing right along. We still quote: 52's, $2.60 ; 60's, $2.65 ; 75's, $2.75 ; full polished, $3.75 ; galvanized, 52's, $4.10 ; 60's, $4.35.

COPPER — Condition remains unchanged. The demand is good and prices stiffly maintained, as follows: Ingot copper, 20 1-2c. to 21c.; sheet copper, base sizes, 25c.

INGOT TIN—This metal shows an advance in price almost daily. The highest price in its history is now being quoted, and it is difficult to obtain even at that. Although our prices show an advance this week, it is probable that still higher figures will be asked before our next issue. We now quote: from 44c. to 45c. per lb.

PIG LEAD—This metal maintains the same status as was noted in our last report. We still quote: $4.25 to $4.35 per hundred pounds.

PIG IRON—We are this week quoting prices for import. Our figures are:

"Dom.," No. 1, $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	20 75	"	"
Clarence No. 1	18.00	"	"
" No. 3	17.65	"	"

BOILER TUBES—We quote: British and American tubes, 1½ inch, 8½c. ; 2 inch, 8½c. ; 2½ inch, 10c. ; 3 inch, 12c. ; 3½ inch, 15¾c. ; 4 inch, 20c. ; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our prices: Colonial Black Diamond, 8c. to 9c. ; Sanderson's 8c. to 45c., according to grade ; Jessop's, 13c. ; Jonas & Colver's, 10c. to 20c. ; "Air Hardening," 65c. per lb. ; Conqueror, 7½c. ; Conqueror High Speed Steel, 60c.

MERCHANT STEEL — Our prices

remain as follows: Sleigh shoe, $2.17 1-2 tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.17½ and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — We still quote as follows: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON — Enquiry is good and prices ruling are still as follows: Queen's Head, 28 gauge, $4.35; 26 gauge, $4.10; 22 to 24 gauge $3.85; 16 to 20 gauge, $3.60; Apollo, 28 gauge, $4.20; 26 gauge, $3.95; 22 and 24 gauge, $3.70; 16 to 20 gauge, $3.65; 22 to 24 gauge, $3.70; 16 to 20 gauge, $3.45; Comet, 28 gauge, $4.15 to $4.45; 26 gauge, $3.90; 22 and 24 gauge, $3.60; 16 to 20 gauge, $3.45; Bell brand, 28 gauge, $4.30 to $4.35; Fleur-de-Lis, 28 gauge, $4.20; 26 gauge, $3.95; 22 and 24 gauge, $3.70; 16 to 20 gauge, $3.65; 22 to 24 gauge, $3.70; 16 to 20 gauge, $3.45; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; in less than case lots, 25c. extra.

BLACK SHEETS—We quote as follows: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

ANTIMONY—Dealers are at a loss to know how to quote on antimony, but it is quite safe to say that very little can be obtained under our price of 24c. to 25c. per lb.

TIN PLATES—There is no change to note in current quotations, but the tendency is decidedly upward, and prices will no doubt be advanced within a short time. We quote as follows: Cokes, base size, 1C 14 x 20, $4; charcoal base size, 1C 14 x 20, $4.25.

TERNE PLATES — Our quotations are unchanged, but the tendency is upward here in sympathy with tin plates, and the expectation is that there will soon be an advance on the current price of $6.85.

INGOT ZINC—The market is firmer, but no change is reported in quotations, which remain: 6 3-4c. to 7c.

SHEET ZINC—The tone is decidedly firmer, but we still quote: $7.50 in casks; $7.75 in less than casks.

SHEET LEAD—Our prices: 2½ lbs., 5½c. by the roll; 3 lbs. and heavier, 5¼c. by the roll; small quantities 25c. per hundred lbs. extra.

BAR IRON — We are still quoting: $2.05, f.o.b., Montreal.

OLD MATERIAL—There is not much change in the general condition. In copper and brass there is a scarcity of material, and it is sold as soon as it comes in. There is little doing in wrought iron and quotations are nominal. A good demand, however, is being experienced for casting iron. Old rubber continues high, with every probability of early advances. We quote as follows: Copper wire, 15c.; light copper, 14c.; heavy red brass, 13½c.; yellow brass, 10c.; light brass, 7½c.; lead, 3½c.; zinc, 4c.; machinery cast scrap, $13.50; wrought scrap, $12; stove plate scrap, $11; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7 1-2c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 4, 1906.

That tin will go to 50c. is now predicted by keen dealers, some saying that if the demand keeps up there is nothing to prevent it going to $1. Everywhere stocks are comparatively low and buying is light, while available stocks of raw material are low. On top of this comes the report that tin mills out of commission in the United States will shortly resume and more buyers will be looking for material from the producers. The South American, Australian and English production of tin is as great as the mine operators can secure, and the East Indian mines must continue the chief source of supply unless the much mooted Alaskan prospects develop into more than promoters' dreams. The steady increase in the use of tin products is chiefly responsible for the shortage, and with no substitutes available there does not appear to be much prospect of lower prices. Solder and babbitt metal are bound to feel the effect of the high prices, as if prices do not increase the quantity of tin used in these articles will be lessened.

Zinc spelter firmer with a slight advance, and boiler plates and tubes are also quoted a little higher. Antimony is up another half cent, and 24c. is now being asked. In old materials wrought iron and scrap zinc also show higher prices offered, with old rubber a trifle easier.

PIG IRON—Demand continues active with prices firm. Summer prices will have the effect of bringing in cheaper iron from Great Britain.

Middlesboro, f.o.b., Toronto	$21 50
Hamilton, No. 1, at furnace	21 00
" No. 2 "	20 50
Midland, No 1, "	21 00
" No. 2, "	20 50
Radnor, at furnace	30 00
Londonderry, f.o.b. Toronto, No. 1	22 00
" " " No. 2	21 50

BAR IRON — The market continues strong, with the ruling price at $2.15 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

INGOT TIN—The regular weekly advance has been made, and for large lots we now quote 43c. per pound.

TIN PLATES—Demand is increasing with prices unchanged.

GALVANIZED SHEETS—Prices are unchanged and a good demand exists.

BRASS——The market is firm and prices steady. Buying is fairly active and quotations 23c to 24c. per pound.

BOILER PLATES AND TUBES—The demand is steady and we continue to quote: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1 1-2 inch, $8.50; 2, $8.70; 2 1-2, $10.50; 3, $12.00; 3 1-2, $15.80; 4, $20.00. Terms, 2 per cent. off.

LEAD—The market is stronger, and we quote as follows: Canadian pig lead at $4.40 and English pig at $4.65 per 100 lbs., with bar lead at $5 per 100 lbs.

ZINC SPELTER—Business is increasing and prices a trifle higher. We quote: 7 1-4c. per lb. for foreign and 5 3-4c. to 6c. per lb. for domestic.

COPPER—The market is more active and prices are held strong. We still quote: Ingot copper, $20 per 100 lbs. and sheet copper, $25 per 100 lbs.

ANTIMONY — Another advance has been made and we are now quoting 24c. per pound.

OLD MATERIAL—The demand is particularly good now in all lines, with advances on two lines this week. Dealers' buying prices continue as follows: Heavy copper and wire, 15 1-2c. per lb.; light copper, 13 3-4c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8 1-2c. per lb.; tea lead, $3 per 100 lbs.; heavy lead, $3.25 per 100 lbs.; scrap zinc, 4 1-4c. per lb.; iron, No. 1 wrought, $11; No. 2 wrought, $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel, $5; old rubbers, 7c. per lb.; steel, $5; old rubbers, 7 1-4c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—Until the coal strike is over no settled prices can be quoted. We quote **nominally:**

Anthracite in cars at bridges, egg, stove and nut, $5.50; grate, $5.25; pea, $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; 3-4 inch, $1.40; run of mine, $1.30; nut, $1.25; N.P. and S., $1.00; slack, 75c.; box cars 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1 1--4 inch, $2.60; 3-4 inch, $2.50; mine run, $2.40; slack, $2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

U.S. IRON AND STEEL MARKETS.

From the Iron Age, May 3, 1906.

So far as can be learned, only a few orders of some size footing up to 10,000 tons of structural steel have been placed for San Francisco delivery. In order to convey some definite impression what the steel requirements after a great fire amount to we cited the fact last week that the orders from Baltimore to rebuild the burned district there to date amounted to 30,000 tons. This seems to have been interpreted in some quarters as an estimate of what San Francisco might use. Such an estimate, of course, would be altogether too low. The point is that even if it ran up to ten times the Baltimore tonnage during the next five years, which is considerably above conservative expert esti-

mates, the structural miles of this country could readily meet the demand without straining present resources, and without creating any boom in the steel industry. The public has an altogether exaggerated idea of the steel requirements of the building industry. They strike the layman and are impressive, but the tonnage is not greater than that needed by the wire industry, for example.

With the exception of the market for Bessemer and basic pig in the central west the pig iron markets are showing signs of irregularity and of some weakness. The United States Steel Corporation has taken all the May Bessemer pig in the Pittsburgh district, the quantity being 14,000 tons, or considerably less than was believed to be available. In the Chicago district 10,000 tons of basic pig has been purchased for the third quarter by an independent steel mill, and 6,000 tons more is under negotiation for another works. In the east a leading company has bought 18,000 tons for Philadelphia delivery, on which lower prices have been made than have prevailed lately. Eastern Pennsylvania plate mills have contracted for 10,000 to 15,000 tons, and some other smaller blocks have been placed.

The strikes in the foundries in the Boston and Chicago districts may affect the current consumption of foundry iron, in which some irregularity has developed lately, particularly in those sections which the lake furnaces can readily reach.

The plate trade has been rather quiet lately and the mills, with their enormous productive power, are now able to make prompt deliveries. It is expected, however, that the Pennsylvania Railroad will soon place orders for 20,000 cars, which would call for 200,000 tons of plates and shapes. There is an inquiry in the market, too, for 17,000 tons of narrow plates for pipe.

The irregularity which has existed for some time in the market for boiler tubes has culminated in an open reduction of four points.

The independent sheet mills are urging an advance of $2 on sheets to compensate for the higher cost of steel. The market has stiffened by the withdrawal of concessions from the official prices.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, May 3, 1906.

The audacious attempt of a weakened union of unskilled land laborers to control highly paid skilled employes, of whom not one-tenth are members of any union, has resulted in the temporary paralysis of lake traffic. Owing to the rapid increase of the use of automatic unloading machinery, the number of laborers required on the docks is being gradually reduced and the union of longshoremen, in order to strengthen its position, has demanded that the vessel owners recognize its control of the mates. Fortunately, nearly all furnaces are prepared to continue in blast for from six to eight weeks, and some could run three months without an additional ton of ore. While the amount of ore shipped this month will undoubtedly be reduced, it does not seem probable that the manufacture of iron will be interfered with to any great extent. The final outcome of the strike promises to be a much more satisfactory relation of employers and employes.

All the information obtainable in regard to conditions in San Francisco indicates that the demand for structural material will not be felt to any appreciable extent for several months.

The pig iron market is active in New York and Chicago, but quiet in a considerable part of the territory between these two cities, especially in Pittsburg, where the only important transaction of the week was the contract by the Steel Corporation for the May surplus of the Bessemer pig iron up to 20,000 tons to be manufactured by the Bessemer Association.

The scarcity of crude steel is still a marked feature. About 20 per cent. of the plants of the American Sheet and Tin Plate Co. are idle on account of inability to obtain sheet and tin plate bars. The advanced price of $3.60 per base box for tin plate is not being closely adhered to. There is a decided improvement in the sheet business, especially in the west, and specifications on contracts are heavy.

The Tennessee Coal, Iron and Railroad Co. has taken orders for about 200,000 tons of open-hearth rails for delivery next year at $29. The decision to charge $29 for open-hearth rails will probably establish a differential of $1 over Bessemer rails, which are to be sold in 1907, as for a number of years past, at $28. As a number of makers of the latter will in a not far distant future produce open-hearth rails, it is understood that they regard with favor the establishment of this differential.

The recent granting of the concession of $2 per ton on steel bars to agricultural implement manufacturers is causing considerable unfavorable comment, and the steel bar market is not considered as firm as it was previous to this action.

LONDON METAL MARKETS.

From Metal Market Report, May 2, 1906.

PIG IRON—Cleveland warrants are quoted at 49s. 3d., and Glasgow standard warrants at 48s. 10d., making prices as compared with last week 1s. 1½d. lower for Cleveland warrants and 1s. 5d. lower for standard warrants.

TIN—Spot tin opened firm at £184, futures at £178 5s., and after sales of 150 tons of spot and 210 tons of futures closed firm at £184 5s. for spot, £178 5s. for futures, making price compared with last week £2 10s. higher on spot, and 5s. lower on futures.

COPPER—Spot copper opened weak at £83 10s., futures £81 10s., and after sales of 450 tons of spot and 300 tons of futures, closed steady at £83 10s. for spot, and £82 for futures, making price as compared with last week £2 lower on spot and £2 lower on futures.

SPELTER—The market closed at £26 12s. 6d., making price as compared with last week unchanged.

LEAD—The market closed at £16, making price as compared with last week unchanged.

Nova Scotia Trade News.

Halifax, N.S., May 2, 1906.

Jobbers report that trade continues brisk, the orders coming in from outside sections. The travelers are meeting with good success everywhere. The season is one of the most satisfactory for years, and the outlook is for continued activity. All the coal mines are running full time, and the various industries appear to have lots of orders on hand. Prices are about steady, there being no change of special note since last report. Collections are good. Heavy sales have been made the past week of rakes, shovels, garden forks and hoes, and also wire netting. Paints and oils continue in good demand, and small ropes are selling freely. Builders' supplies are also being ordered rather extensively. In Halifax this season building operations promise to be brisk, as a number of large contracts have been let. Metals are very firm and there is a feeling in the market that tin will move up. The same may be said of black sheet iron and bar iron. Zinc is a trifle easier. Nails remain unchanged. Turpentine is quoted at $1.10. Cement and white lead are both very firm. The former is in good demand.

* * *

Operations by the Standard Coal & Railway Co., in Cumberland County, have reached a promising stage at a depth of 1,215 feet. The drill now being operated at Newville has passed through a belt of conglomerate and pure grey sandstone, which shows coal measures. The punch drill has now been stopped at the above depth and the hole is being rimmed out and the casing set down. The services of an expert driller have been secured to do the work. A Government calyx drill from New Glasgow has been brought to Newville and will be used to spring out a core, and at about 200 feet it is expected to strike the same seam of coal as in No. 1 borehole, being a thousand feet nearer the surface. This, if struck, will prove the seam to be one of the largest in Eastern Canada and that the Cumberland coal basin is one of the largest in the world.

* * *

The big manufacturing industries of Amherst are rushed with work. Rhodes, Curry & Co. have recently received orders for Dominion dump cars, limestone cars for the Dominion Iron & Steel Co.; flat cars for the Temiskaming & Northern Ontario Railway; logging cars for the Springfield Lumber Co. and colonist cars for the Canadian Northern Railway. Two orders for axles have been received from the Canadian Pacific. The men are now working on orders for Hart dump cars for the Intercolonial, and flat cars for the Canadian Northern.

(*Continued on page 44.*)

Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, May 3, 1906.)

Office of HARDWARE AND METAL
Room 511, Union Bank Building,
Winnipeg, Man.

Business continues very active in all general lines, values holding steady. The advance in white lead noted last week is being well maintained. Hinges have also been advanced ½c. per lb.

GAME TRAPS—Discounts are as follows:

H. & N., discount	50 and 5 p.c.
Victor, "	65 and 10 p.c.
Newhouse, "	35 p.c.
Bear	$7 each

SCREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows:

Cold blast lanterns	$5 25 per doz.
Coppered cold blast lanterns	7 25 "
Cold blast dash "	7 75 "
Lift Lanterns	4 25 "

BLUESTONE—Selling well at $6.25 to $6.50 per cwt.

WIRE—Prices are steady. We quote:

Barbed wire, 100 lb					$2 90
Plain galvanized, 6 to 8	$3 39	9	$2 50		2 90
" " 10	3 50	12			3 10
" " 13	3 20	14			3 90
" " 15	4 45	16			4 60
Plain twist					3 00
Staples					3 50
Oiled annealed wire, 10	$2 96	11			$3 02
" " 12	3 10	13			3 20
" " 14	3 30	15			3 45
Annealed wires (unoiled) 10c. less.					

HORSESHOES—Quotations are as follows:

Horseshoes, iron, No. 0 to No 1	$4 65
No. 2 and larger	4 40
Snow shoes, No. 0 to No. 1	4 90
No. 2 and larger	4 65
Steel, No. 0 to No. 1	5 00
No. 2 and larger	4 75

HORSENAILS—Revised list and discounts are now as follows:

per lb.		per lb.	
No. 10	$0 20	No. 6	$0 28
" 9	0 22	" 5	0 32
" 8	0 24	" 4	0 40
" 7	0 26		

Discounts are quoted as follows: "C" brand, 40, 10 and 7 1-2 per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows:

Pressed spikes, ¼ x 5 and 6	$4 60
" " 5-6 x 5, 6 and 7	4 25
" " ⅜ x 6, 7 and 8	4 10
" " 7-16 x 7 and 9	4 00
" " ½ x 8, 9, 10 and 12	3 90
" " ⅝ x 10 and 12	3 75

SCREWS—Discounts are as follows:

Screws, flat head, iron, bright	85 and 10 p.c.
Round " "	80 p.c.
Flat " brass	75 and 10 p.c.
Round " "	70 and 10 p.c.
Coach	70 p.c.

NUTS AND BOLTS—Discounts are unchanged and continue as follows:

Bolts, carriage, ⅜ or smaller	60 and 5 p.c.
" 7-16 and up	55 p.c.
Bolts, machine, ⅜ and under	55 and 5 p.c.
" 7-16 and over	55 p.c.
Bolts, tire	65 p.c.
Bolt ends	55 p.c.
Sleigh shoe bolts	65 and 10 p.c.
Machine screws	70 p.c.
Plough bolts	55 p.c.
Square nuts, case lots	3c. discount.
" " small lots	2½c. "
Hex " case lots	3c. "
" " smaller lots	2½c. "

RIVETS—Quoted now as follows:

Rivets, iron	60 and 10 p.c.
Copper, No. 8	34½
" No. 12	40

COIL CHAIN—Unchanged in price. We quote:

Coil chain.—

3-16 inch	$7 25	¼ inch	$7 20
5-16 inch	5 20	⅜ inch	4 60
7-16 inch	4 45	½ inch	4 30
⅝ inch	4 10	¾ inch	4 00

SHOVELS—Discounts on spades and shovels continue 40 and 5 per cent.

HARVEST TOOLS—Discounts are now 60 and 5 per cent.

AXE HANDLES—Quoted as follows:

Axe handles, turned, s.g. hickory, doz			$3 15
No. 1	1 90	No. 2	1 60
Octagon extra	2 30	No. 1	1 60

AXES—Prices quoted as follows:

Bench axes, discount off list	40 p.c.
Broad " "	25 p.c.
Royal Oak, per doz	$ 6.25
Maple Leaf, "	8.25
Model "	8.50
Black Prince "	7.25
Black Diamond "	9.25
Standard Flint Edge, per doz	8.75
Copper King, per doz	9 00
Columbian, "	10.75
Handled axes, North Star, per doz	7.75
" " Black Prince, per doz	9.25
" " Standard Flint Edge, per doz	10.50
" " Copper King, per doz	11.00

BUTTS—The discount on wrought iron butts is 70 per cent.

CHURNS—The discounts from list prices are 45 and 5 per cent.

CHISELS—Quoted at 70 per cent. off list prices.

AUGER BITS—Discount 70 per cent.

BLOCKS—Discount on steel blocks is 35 per cent. off list prices; on wood, 55 per cent.

FITTINGS—Discounts continue as follows:

Wrought couplings	60 p.c.
Nipples	65 and 10 p.c.
T's and elbows	10 p.c.
Malleable bushings	50 p.c.
Malleable unions	55 p.c.

GRINDSTONES—The price is now 1 3-4c. per lb.

FORK HANDLES—The discount is 40 per cent. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 per cent. off list prices.

HOOKS—Prices are quoted as follows:

Brush hooks, heavy, per doz	$8.75
Grass " , per doz	1.70

STOVE PIPES—The price has declined and quotations are now as follows:

6-inch, per 100 feet length	8 50
7-inch, " "	9 25

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 per cent.

WASHERS—On small quantities the discount is 35 per cent.; on full boxes it is 40 per cent.

WRINGERS—As noted last week the price has been advanced $3 per dozen. We quote:

Royal Canadian, per doz	$33.00
R. B., per doz	37.75

FILES—Discounts are quoted as follows:

" Arcade "	75 p.c.
" Black Diamond "	60 p.c.
" Nicholson's "	62½ p.c.

BUILDING PAPER—Prices are as follows:

Plain.		Tarred.	
Joliette	40c.	Joliette	65c.
Cyclone	55c.	Cyclone	80c.
Anchor	55c.	Anchor	65c.
Pure fibre	60c.	Pure fibre	80c.

TINWARE, ETC.—Quoted as follows:

Tinware, pressed, retinned	70 and 10 p.c.
" " plain	75 and 2½ p.c.
" pieced	30 p.c.
Japanned ware	37½ p.c.
Enamelled ware, Famous	50 p.c.
" Imperial	50 and 10 p.c.
" " (one coat)	60 p.c.
" Premier	50 p.c.
" Colonial	50 and 10 p.c.
" Royal	60 p.c.
" Victoria	45 p.c.
" White	45 p.c.
" Diamond	50 p.c.
" Granite	60 p.c.

CORDAGE—Quotations are as follows:

Rope, sisal, 7-16 and larger, basis	11 25
Manila, 7-16 and larger, basis	15 75
Lathyarn	11 25
Cotton rope, per lb	00 21

SOLDER—Quotations now at 24c. per lb. with concessions for large quantities.

VISES—Prices are quoted as follows:

"Peter Wright," 30 to 34	14½c. per lb.
" " 35 to 39	14c. "
" " 40 and larger	13½c. "

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Price has been reduced ½c. per lb. Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Shot has been reduced 25c. per cwt. Quotations are as follows:

Ammunition, cartridges, Dominion R.F.	50 and 5 p.c.
Dominion, C.F., pistol	30 p.c.
" military	20 p.c.
Ammunition, cartridges, American R.F.	33⅓ p.c.
C.F. pistol	5 p.c.
C.F. military	10 p.c. advance.
Loaded shells:	
Dominion Eley's and Kynoch's soft, 12 gauge.	
black	16 50
chilled, 12 gauge	17 50
soft, 10 gauge	19 50
chilled, 10 gauge	20 50
Shot, Ordinary, per 100 lb	7 00
Chilled	7 50
Powder, F.F., keg, Hamilton	4 75
F.F.G., Dupont's	5 00

IRON AND STEEL—We quote:

Bar iron (basis)	2 70
Swedish iron (basis)	4 75
Sleigh shoe steel	2 75

RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

MUNRO WIRE WORKS, Limited

NEW GLASGOW, N.S., AND WINNIPEG, MAN.

PAINT SPECIALTIES

Are money makers and should not be overlooked when stocking up. We carry a large assortment in neat and attractive tins.

SAMPLES AND PRICES ON APPLICATION

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON *WINNIPEG*

We Manufacture in Winnipeg:

Metal Shingles, Sidings and Ceilings, Corrugated and Plain Round Conductor and Eavetroughs in 10 ft. lengths, Metal Windows, Cornices, Skylights.

WINNIPEG CEILING & ROOFING CO., - - Foot Scott St., Fort Rouge

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PILKINGTON BROS., LIMITED

(WORKS: ST. HELENS, ENGLAND)

BRITISH PLATE AND WINDOW GLASS

ALSO

Wired Rolled — Wired Polished Plate — Prismatic Glass

Figured, Rolled and Cathedral — Rolled Glass

Muffled, Obscured and Enamelled Glass — Plain and Bevelled Mirrors, etc.

Prices on application. FULL STOCK IN OUR WINNIPEG WAREHOUSE.

OFFICE AND WAREHOUSE: 157 MARKET ST., - - - **WINNIPEC, MAN.**

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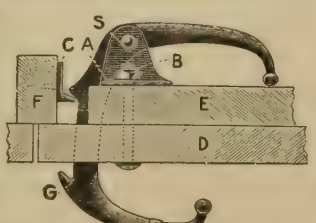
Also Montreal, Toronto and Vancouver



Louden's Double Acting Door Latch

No more Broken Doors with the Wind

It holds the door closed by engaging the catch C and holds the door open by engaging the bracket H on the wall. To open the door when closed, all to be done is to pull the handle of the latch, and to close when open, do the same. It is a simple, cheap, durable device, and will pay for itself several times every year.



MANUFACTURED BY

LOUDEN MACHINERY CO., - Guelph, Ont.

Manufacturers of Hay Carriers, Barn Door Hangers, Feed and Litter Carriers, Cow Stanchions, etc.

Glaziers' Sundries!

Send us your orders when in a hurry and mark **"RUSH"!** for any of the following:

Putty in bladders
Putty in bulk
Glaziers' Diamonds
Red Devil Glass Cutters
Glaziers' Rules
Cutting Boards
Glaziers' Points
Point Driving Machines
Putty Knives, all styles

Complete stock for immediate shipment from either Winnipeg or Calgary. All orders shipped same day as received.

G. F. STEPHENS & CO. LIMITED

PAINT AND COLOR MAKERS

WINNIPEC and CALCARY

Spring steel	3 25
Machinery steel	3 50
Tool steel, Black Diamond, 100 lb	9 50
Jessop	13 00

SHEET ZINC—The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The price is steady at the recent advance to $5.00 per cwt. for small lots with a reduction of 25c. per cwt. on ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are:

Black, ¼ inch	2 45	Black 1 inch	5 75
" ⅜ "	2 85	" 1¼ "	7 85
" ½ "	3 15	" 1½ "	9 40
" ¾ "	4 00	" 2 "	12 90

GALVANIZED IRON — Quotations are:

Apollo, 16 gauge	3 90
18 and 20 gauge	4 10
22 and 24 gauge	4 45
26 gauge	4 40
28 gauge	4 65
30 gauge or 10¾ oz	4 95
Queen's Head, 24 gauge	4 65
26 gauge	4 65
28 "	4 90

TIN PLATES—We now quote as follows:

Tinplate, IC charcoal, 20 x 28, box	9 50
" IX "	11 50
" XXI "	13 50

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote:

Canada plate, 18 x 21, 18 x 24	3 15
Canada plate, 20 x 28	3 40
Canada plate, full polished	3 90

BLACK SHEETS—Prices are:

Black sheets, 10 to 16 gauge, 100 lb	3 50
18 to 22 gauge	3 75
24 gauge	3 90
26 gauge	4 00
28 gauge	4 10

PETROLEUM AND GASOLINE—Prices are steady. We quote:

Silver Star, per gal	21½c.
Sunlight "	22½c.
Eocene "	24½c.
Pennoline "	25½c.
Crystal Spray "	24½c.
Silver Light	22½c.
Gasoline, 70-72 (Engine)	25½c.

(In barrels f.o.b. Winnipeg.)

PAINTS. OILS AND TURPENTINE—As noted last week, white lead has been advanced 25c. per cwt., and this advance is being well maintained. Quotations are:

White lead (pure)	$6 75
Bladder putty, in bbls	0 02½
" " in kegs	0 02¾
Turpentine, pure, in barrels	1 07
Less than barrel lots	1 12
Linseed oil, raw	0 66
Boiled	0 69

WINDOW GLASS—We quote:

16-oz. O.G., single, in 50-ft. boxes—

16 to 25 united inches	$2.25
26 to 40 "	2.40

16-oz. O.G., single, in 100-ft. cases—

16 to 25 united inches	4.00
26 to 40 "	4.52
41 to 50 "	4.75
51 to 60 "	5.25
61 to 70 "	5.75

21-oz.C.S., double, in 100-ft. cases—

26 to 40 united inches	7.35
41 to 50 "	8.40
51 to 60 "	9.45
61 to 70 "	10.50
71 to 80 "	11.55
81 to 85 "	12.60
86 to 90 "	14.75
16 to 95 "	17.30
90 to 100 "	

NOVA SCOTIA TRADE NEWS.

(*Continued from page 41.*)

After these have been completed work on the Grand Trunk box cars will be commenced. Six snow plows and six conductors are also under construction. The works are very busy and no more orders can be taken except for delivery some time in the future. It is reported that this firm have about decided to establish a rolling mill in connection with their present plant. The building will be near the works, and this branch will probably give employment to one hundred men.

* * *

The new watershaft at Bridgeport now under construction at the International colliery, is being pushed forward rapidly. A large number of men are employed there. The huge smoke stacks have been placed in position and the necessary machinery is being taken out to the plant. The shaft is situated about one-half mile northeast of the Bankhead. It was necessary to sink it owing to the great expense the company were under in having the water pumped at the old borehole. This is the second water shaft operated by the coal company, the other being at Caledonia.

* * *

The prospects are that development work at the Beaver Hat gold mine will be pushed forward rapidly. The work up to the present has been largely in the nature of a test of the property and these having proved satisfactory, machinery will be at once installed, the mine thoroughly equipped, and operations on an extensive scale will be commenced. Since the work of development began last June, about $20,000 worth of the yellow metal has been secured, which represents, roughly, an average of 18 dwts. per ton. This represents the work of about sixteen men on an average and considering the facilitiess, is very satisfactory. The company have declared no dividend yet, but the desultory operations have yielded sufficient to meet the cost of development. Manager Percy White says the company have secured the lease of a promising property near Sheet Harbor, which he thinks will even surpass the Beaver Hat properties, and upon which he will commence operations shortly.

MELTING POINTS OF METALS.

The melting point of tin is 442 degrees, lead 617 degrees, zinc 773 degrees, copper 1996 degrees, cast iron 1920 to 2190 degrees, and wrought iron 2900 degrees. The first three in the above list melt at a temperature below a red heat; hence they can be fused in an ordinary open fire and without the aid of an air blast.

J. A. LINDSAY BEREAVED.

Western hardwaremen will be sorry to learn of the sudden bereavement of J. A. Lindsay, ex-president of the Retail Hardware and Stove Dealers' Association of Western Canada, who was called to Winnipeg last week from the country by the news of the illness of his wife. Mr. Lindsay was out of town rendering assistance in organization work for the association when the news reached him and he arrived in Winnipeg several hours too late.

The funeral on the afternoon of Friday, the 27th ult., was largely attended. The pallbearers were: J. H. Ashdown, G. A. Button, Fred Babb (Portage la Prairie), W. H. Cross, A. P. Macdonald and D. Phillip. The Western Retail Hardware Association and many of Mr. Lindsay's business friends sent floral tributes.

PRICES ON BINDER TWINE.

Mention was recently made of an agreement between the Ontario Government and W. B. Converse, of the Colonial Cordage Co., whereby Central Prison binder twine was to be sold to farmers at nine, ten and eleven cents a pound. It is now said that to make the stipulated profit the twine cannot be sold at those prices, but that a half cent a pound higher all around will be the ruling figures, making the different lengths respectively nine and a half, ten and a half and eleven and a half cents per pound.

HOBBS' SPECIAL TRAVELERS.

The Hobbs Hardware Co., London, have put two men on the road to carry cutlery, silverware and pearl goods samples only. Geo. W. Charles has taken the eastern field, from Toronto to Halifax, and Geo. Stacy will cover the ground from Toronto to Vancouver. They are carrying between 1,700 and 1,800 samples of these goods, but are not showing anything in the general hardware lines.

JOBBERS PLAY BALL.

On Saturday, April 28, the warehousemen and the travelers of H. S. Howland, Sons & Co. staff played an interesting game of ball, resulting in a score of 13 to 10 in favor of the road men. The line up was as follows:

Travelers—T. Wright, H. C. Martin, F. Smith, T. B. Williamson, Darby Foster, Ernie Butler, H. A. Gunn, Donald Roy, W. Cotton. Warehousemen—H. Tredger, Ted Swinbourne, Ben Hobbs, G. Tingle, A. Payne, H. Marshall, A. Gordon, H. Wilson, P. Rodgers.

SIDE LINE

FIRST-CLASS SIDE LINE for travellers calling on hardware, stove and tinware trade. Box 528, HARDWARE AND METAL, Toronto. [19]

SITUATIONS VACANT

HARDWARE CLERK—With knowledge o stoves; good salesman; state age, experience and salary. Send references. Estate A. Thompson, Bradford, Ont.

"Empire" shingles

New trade and added profits await dealers who handle "Empire" Metallic Shingles and go out among their townsmen who contemplate building, determined to have their orders.

Many people keep right on using old-fashioned wood shingles from sheer force of habit, no one having taken the trouble to show them the advantages of "Metallic" Shingles over wood. Don't you think you can convince some of them of the fireproof, lightning proof, storm proof, and rust resisting qualities of "Empire" shingles and put some profits into your pocket that now go to competitors? The facts are so self-evident that it requires minimum selling effort to get many good orders for "Metallic" building materials.

OUR NEW $10,000 CATALOGUE We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

THE METALLIC ROOFING CO.
OF CANADA, Limited
(Established Twenty Years)
Toronto and Winnipeg

We also manufacture:
"Eastlake" Metallic Shingles
"Metallic" Ceilings and Wall Plates
"Metallic" Cornices, Skylights and Ventilators
"Metallic" Sheet Metal Fronts
"Metallic" Siding (Stone, Brick, etc.)
"Impervia" Fireproof Windows
"Metallic" Crestings and Finials
"Hayes" Metallic Lathing.
"Metallic" Corrugated Iron
"Metallic" Eavetrough and Conductor Pipe
"Metallic" Pressed Zinc Ornaments
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description.

417

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Taylor-Forbes New Catalogue.

A new edition of Catalogue "D" just issued by the Taylor-Forbes Co., Guelph, is now ready. The book contains about 170 pages, is 7 1-2 by 10 inches in size, and well bound in cloth. The front cover shows only the firm name on an armorial design of chaste style, and altogether the general appearance is pleasing.

The aim of the catalogue is to direct attention to the hardware specialties manufactured and handled by this company, and the care manifested in compiling it will no doubt give the desired result.

The first pages show door handles and latches suitable in style and construction to all kinds of buildings. After these are shown sliding door hangers for both inside and outside work. A large range is illustrated in door springs, pulls, hall hooks and many other lines that have to do with house and barn equipment.

One of the most extensive features in the catalogue is the lawn mower section. It comprises many different styles, both for hand and horse power, and with each style gives an explanatory chart of all the parts used. In ordering for repairs the convenience of this is obvious, as each part is numbered.

This catalogue has also been issued for Great Britain and Australia with prices in sterling currency. A new radiator catalogue is at present in the printer's hands. Dealers who have not yet received Catalogue "D" may have one on application.

Alabastine.

The Alabastine Co., of Paris, Ont., have issued a bright little booklet containing excerpts from a bulletin of the U.S. Department of Agriculture, and showing the advantage of alabastine in comparison with wall papers. A circular of colors and suggestions accompanies the booklet, both of which are for distribution among the trade.

Window Transparency Sign.

The United Brass Manufacturing Co. of Cleveland, are sending out their new window transparency sign. It is brightly colored and attractive and makes a nice showy ad for those who handle these goods. A free sign will be sent dealers on application.

Bolts and Nuts.

Catalogue "C" of the Steward & Romaine Manufacturing Company, 124 North Sixth street, Philadelphia, shows the latest and best in single and double expansion bolts and toggle bolts.

Hobbs Cutlery.

A neat folder has been issued by the Hobbs Hardware Co., London, showing some exceptionally fine samples of table and pocket cutlery, razors, etc. In razors the Hobbs Company handle what they term the Big 4—Rodgers', Greenough, I.X.L. and Boker's. There is some very instructive reading matter in connection with these goods that repays reading.

Clutch Nails.

For the secure packing of cases and boxes for shipping clutch nails are invaluable. They are of especial interest to hardwaremen. Catalogue and samples will be sent upon request by J. N. Warmington, 43 Scott street, Toronto.

McDougall Pumps.

The R. McDougall Co., of Galt, will be glad to place their catalogue of pumps in the hands of dealers. They make pumps for all uses and are in a position to supply the trade with any requirement.

Asbestos Sad Irons.

In order to push the sale of asbestos sad irons, the Dover Manufacturing Co., of Canal Dover, Ohio, will furnish a handsome steel display stand to those who purchase an assortment. A card will bring information from jobbers.

Electric Cooking.

The Prometheus system of electric cooking is something that must appeal to every housekeeper. This system is the elimination of the stove, and the equipment of the utensil itself with the heater. In this way no heat is wasted on a large body of metal, or in escaping, as the connection is direct to the article being cooked. Any house wired for electric lights may use these utensils. Further information will be supplied by the R. E. T. Pringle Co., 172 Dalhousie street, Montreal. The Pringle Co. are also large dealers in gasoline fire pots and torches, a catalogue of which will be sent dealers on request.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

512. Oils.—An east coast manufacturer of all kinds of oils, specialty compounded engine oils for railroad use, invites correspondence with buyers in Canada, and would also appoint a special resident agent at Montreal.

521. Gas Producer Plants.—A London firm manufacturing gas producer plants of suction and pressure types, engines, etc., desire to bring particulars of these goods before the notice of Canadian users.

NEW CITY TRAVELER.

One of the most recent appointments in Montreal traveling circles was announced this week, when the Dominion Wire Mfg. Co. added to their staff Thos. Blaikie, who entered upon his new duties on the first of the month. Mr. Blaikie is thoroughly acquainted with the trade, and has had wide experience. For many years he represented the Pillow & Hersey Mfg. Co., and has latterly been with the Montreal Rolling Mills Co. There is every reason to believe that Mr. Blaikie will most efficiently look after the interests of the Dominion Wire Mfg. Co. in the city of Montreal. Before leaving his former position Mr. Blaikie was honored by his fellow employes of the Montreal Rolling Mills Co., who presented him with a fine case of cutlery and silverware, accompanied by an address which expressed their sorrow at his leaving them, and their congratulations on his advancement.

FOUNDRY AND METAL INDUSTRIES

The plans for the Canada Iron Foundry's plant at Fort William are being prepared.

The Hamilton Steel and Iron Co. will build another 400 ton blast furnace either in Hamilton or on Lake Erie.

The Dominion Copper Co. have purchased a 30 drill compressor, to be used in their mines at Phoenix Camp, B.C.

The Bowmanville Foundry Co. will build a three story addition, 60 by 32 feet. Their specialty is light castings for piano work, etc.

The Belleville Rolling Mills have been purchased by J. W. Wardrope, of Ottawa, who will install more machinery.

The town of Fort William is negotiating with a car wheel foundry company with a view to its establishment there.

Iron pyrites is being mined in Hastings county and shipped to Buffalo, where it is manufactured into sulphuric acid of a high quality.

The Brantford Screw Works may find it necessary to leave that city on account of not finding a suitable site with trackage for their proposed extensions.

The Copper Mining and Smelting Co. of Ontario now own the old Bruce Mines, which are said to be still rich in copper. A new smelter will be built.

The Dominion Iron and Steel Company, of Sydney, C.B., has been awarded the contract for supplying steel rails for the V. V. B. E. Railway now in course of construction in British Columbia. It is understood that the deliveries will commence in June. The steamship Boverie, owned by Andrew Weir & Co., has been chartered to carry the first cargo. She will reach Sydney about the end of May, and will take on her cargo immediately, and sail for Vancouver via the Straits of Magellan.

THE INDUSTRIAL IMPORTANCE OF IRON.

To appreciate, even in a slight degree, the industrial evolution of the last century and a half one must picture to himself a world without steamships, railroads, electric trolleys, telephones, telegraph, steel bridges and buildings, iron or steel machinery and tools, factories and the products manufactured in them, newspapers and books, and one must free his mind from the thoughts and ideas traceable to these industrial changes. The influence of invention upon the thoughts of men is a subject neglected in our histories, which are frequently little more than graphically told details of feuds between rival kings. The industrial evolution was the prime factor in giving the average man economic, political and historical importance.

Too much stress cannot be placed upon the part played by invention in this world of unfolding possibilities. The origin of many important inventions, like, for example, letters and paper, is enshrouded in the mists of antiquity. Modern industry, however, is a development of the last century and a half. This advancement has been due largely to the fact that the world now has an abundance of a relatively cheap and serviceable material—iron. The invention of processes of cheaply producing iron and steel, before which the world was, relatively speaking, in a state of semi-barbarism, has completely revolutionized society, and ninety per cent. of the progress of the world has grown out of their invention and manufacture. To England is due almost entirely the credit for the foundation and development of the industry.

While iron and steel were known to the ancients, the metals were unavailable for ordinary purposes because of the expense involved in refining iron ores. Iron occurs free in nature only in meteorites, which, because of the iron in them, were looked upon by primitive peoples as gifts from the gods.

The importance of iron lies not only in that the metal can be obtained cheaply and in abundance, but that its several forms—cast-iron, wrought iron, malleable iron, steel, and the alloys of steel, such as nickel-steel—have a wide range of physical properties, consequently making the metal adaptable for widely varying uses. Further, the generation of electricity depends upon the magnetic qualities of iron.

The evolution of the iron industry is frequently said to have begun about 1735, at which time Abraham Darby began to smelt iron with coke at the Colebrookdale Iron Works, Shropshire, England. The blast furnace, however, seems to have been invented in Germany about the middle of the fifteenth century. In England, which country owes its commercial greatness to the iron business, the industry was carried on to a considerable extent for several centuries. The ore was smelted by charcoal. The business grew to such an extent that a threatened devastation of the forests induced Parliament to enact laws, which, by shutting off the fuel supply, greatly crippled the industry. As coal and iron ore were found in close proximity naturally attempts were made to smelt the ore by using coal as a fuel. Dud Dudley, in 1619, seems to have been the first to have succeeded in this. He kept his process a secret and nothing is known of his methods, although he is presumed to have first coked the coal. Dudley is an interesting character from many standpoints, especially to inventors, because of his manifold troubles arising over patents granted to him by the crown. Largely on account of unsettled political conditions the industry languished, however, until well into the next century. The contest between the charcoal ironmasters and the coke ironmasters was not given up entirely by the former until 1796.

By 1782 James Watt had worked out the principles of the steam engine sufficiently to enable him to obtain a patent. The world now had a power and a suitable material, and men were not lacking to develop the power and industrially make use of the material. Then commenced the period of invention and discovery which, in a few generations, has revolutionized industry and the life of the world.

ASBESTOS AND ITS USES.

Manifold are the uses of asbestos. In fact it is like electricity, only in its infancy. While visiting the Angus Shops in Montreal not long ago the use of asbestos in making locomotives was demonstrated in a striking manner. Perhaps it is not generally known that in order to protect locomotives through a rare diversity of climate which extends from one end of this Dominion to the other, and often entailing remarkable extremes and sudden changes, an asbestos overcoat is placed over the huge boilers of the largest of the locomotives. It prevents the heat from getting out and the cold from getting in, and thus a normal temperature of water is obtained with at the same time an economic asset in the saving of fuel and the maintenance of a uniformity of power. However, new uses are constantly being found for that most unique of minerals, says the Inventive Age.

Different from every other material in its occurrence, mining and preparation for the market, it forms an entire study in itself. When first mined, about a hundred years ago, it was thought to be of little use or no commercial value, and was considered chiefly as interesting to the geologist. Shortly after the Civil War (United States) it came into use in the manufacture of roofing felt and cement. Early attempts to spin the fiber were unsuccessful, but the difficulties have been overcome so that now a single asbestos thread, weighing not more than one ounce per 100 yards, which has a fair strength, can be made. This thread is employed for packing valves, etc., for which use it has obvious advantages.

Asbestos ropes for fire departments are made entirely of the mineral, or of asbestos with a core of steel. Firemen employ asbestos in a score of ways; and its uses for gloves, stove mats, lamp wicks, theatre curtains, cloth, in the construction of iron safes, etc., are well known; but a new method of utilizing it has just developed. It appears that socks made of asbestos are of advantage for soldiers. An army physician declares that the marching ability of the troops, which is the most important requirement for a regiment in the field, is less endangered by fatigue than through the sensitiveness of the skin of the feet against leather. This sensitiveness, which has always been recognized, the doctor thinks can be avoided through providing socks, or lining the soles of the shoes, with asbestos. It is said that the War Department of Austria is considering the adoption of this innovation and that a test of it will be made at the next manoeuvres.

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GALVANIZED FLAT SHEETS

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PAINT, OIL AND BRUSH TRADES

DURABILITY OF PAINTS.

To those who are large users of paint for protective purposes, such as railway companies, bridge builders and others, the question of what paint ingredients offer the best protection and lasting powers is large enough to be seriously considered. In this connection it is worthy of note that in different tests made as to the durability of paints it has been found that the length of service varied not as to the particular ingredients contained in the paint, but rather to the degree of natural fineness or coarseness of those ingredients.

The Reading Railway Co., in experiments with three paints ground in the same way and used side by side, found that the life of one was only half that of another, and that the third paint was between the other two in regard to durability. These three paints were made up of the same ingredients, containing 23 per cent. of sesquioxide of iron for coloring, and the balance of clay, silica, and sulphate of lime. The length of service given by these paints was in relation to the natural fineness of the constituents used. The best service was given by the finest, the poorest service by the coarsest, and the middle service by the medium class. The sesquioxide of iron in the first was in the form of a soft unburned ochre mixed with clayey matter, while in the others it was calcined and harder to crush. The less serviceable paints also contained silica and sulphate of lime, which both resist fine grinding.

The paint used in the first class had a longer life than paint made from white lead, white lead zinc oxide mixtures, and various oxide paints. The durability bore no relation to the cost of the paint, as the cheapest paint containing only 23 per cent. of sesquioxide of iron, with the remainder largely fine clay, gave better service than paint that cost more. This would show that the durability of paint depended upon the physical conditions of the ingredients, and not that a high percentage of iron was present. Thus, paint that was 100 per cent. pure, but coarsely ground, had little protective value.

Another case where a test of the preservative qualities of certain paints was demonstrated was that of a sandstone bridge that showed signs of disintegration. The stone work was painted with a mixture of pure linseed oil and fine inert matter with no iron or other coloring introduced. The body matter of this paint was thoroughly assimilated by the oil, and while the mixture was nearly transparent, the protection afforded was excellent.

The deductions from such tests would indicate that more than a chemical knowledge of the constituents of paints is required to determine the length of service; that it is not what is in the paint, or how it is ground, but of what degree of fineness is the natural condition of the body matter.

Engineers of late years have given considerable attention to the subject of protective paints for iron and steel, and have made many recommendations that have been investigated with good results in the laboratories of the manufacturers, and cases have been found where not only was the paint made of a better quality, but the cost was materially lessened.

CAUSES OF PAINT COMPLAINT.

Paint manufacturers have genuine ground for complaint in the general disposition of the public (and not a few painters as well) to blame the paint rather than the painter every time a job goes wrong, says the Paint, Oil and Drug Review. The fault may be in the surface to be painted; it is quite likely to lie in the methods used in the treatment of that surface and the choice of materials and manner of laying them on. In nine cases out of ten it is the workmanship and not the material that is to blame; yet the most convenient excuse for poor work is that the paint, varnish, enamel, etc., was "no good," and the paint itself, not being able to speak up in its defence, is wrongly blamed without recourse. In other words, the painter blames the paint knowing that it can't talk back.

This is one of the most difficult practical problems that the paint manufacturer has to deal with. To make a paint that will give perfect satisfaction under all conditions of use and abuse is impossible; to approximate to that ideal is the difficult task of the paint chemist. Not a few manufacturers in this country have succeeded in making paints, varnishes, enamels, water paints, kalsomines, etc., that with intelligent application will give excellent results and in ignorant or careless hands will yet do satisfactory work. But one thing the paint manufacturer cannot do; he has never yet succeeded in furnishing the painter with a new set of brains along with each can of paint. Until that is possible there will continue to be complaints of unsatisfactory work in the use of prepared paints, or even with the best lead and oil.

When trouble arises bear in mind that materials alone, or a mere combination of materials, are of no value unless properly applied. The paint in the can may be as perfect a mixture as science and skill can devise; but it will never paint the house satisfactorily unless it is intelligently applied. Skill and experience behind the brush must supplement the science and enterprise of the factory.



DO NOT

recommend the same material for finishing a floor that you would for a door. One is to be looked at and admired, the other is to be walked on, jumped on, has to withstand mud and water, furniture, pianos, sewing machines, etc., rolled over it and still be an object of admiration. Granitine Floor Finish for natural finish and Chijap Floor Lac for stained finish stand lots of abuse. They wear on the job, not off.

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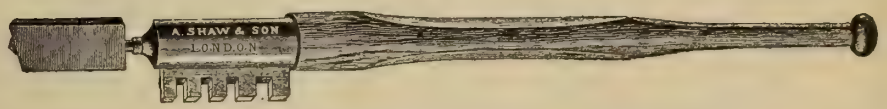
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PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 4, 1906.

The market this week is characterized by increased activity in the paint and varnish trade. There is scarcely a line but what is feeling the stimulus usual to Spring; in fact, all over Canada the call in now, to ship immediately.

There is no change in the situation in Paris green, which continues to be both high-priced and scarce. White lead is in active inquiry and the advance lately recorded has been well sustained. Importers have advanced the price of zinc white 25c. per hundred lbs. for V.M., but jobbing prices remain the same as at our last report. Red lead is especially firm and shows an excellent demand.

Vermillions, coach colors, gold leaf and varnishes are all being shipped freely and as the manufacturers have been working hard all Winter it is not expected that any inconvenience will be experienced so far as the shortage o supply is concerned.

Prices on linseed oil are very steady and the tone of the market is high. Latest advices from England denote a remarkable scarcity of seed, which will account for present conditions in this market. The Argentine Crop is said to be very short this year and shipments from Calcutta and Bombay are also below the average. Some idea of conditions may be obtained from the fact that the total import of all description linseed into Great Britain, so far this year has been 148,547 qrs., as against 185,675 qrs. for the same period during 1905, and 255,567 qrs. in 1904. Canadian crushers just manage to keep a little under the English price.

Turpentine has shown no change during the week, although there is an impression prevalent in the trade that higher prices are imminent.

LINSEED OIL—We quote : Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c. to 60c.

TURPENTINE — We quote : Single barrel, 98c. per gallon; two barrels or over, 97c.; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

GROUND WHITE LEAD — We give prices as follows : Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65 ; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC — We quote as follows : Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote : Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5½c. to 6½c.

PUTTY—Our quotations are : Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows : Casks, 7½c.; 100-lb. kegs, 7½c; smaller quantities, 8½c.

RED LEAD—Prices are firmly held as follows : Genuine red lead in casks, $5.75; in 100-lb. kegs, $6; in less quantities at the rate of $6.75 per 100 lbs.; No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

GUM SHELLAC — We quote : Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote : Pure white, $2.90 to $2.95 pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The market is firm at following prices : Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM—We quote as follows : American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—New prices have not yet been issued and meanwhile quotations can only be obtained from the manufacturers direct.

GASOLINE—Price has risen of late, and ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at the advanced price of 24c. in bbls.

WINDOW GLASS— No shipments have yet been received on this side, but a large cargo of glass is expected within the next ten days, as one of the large liners is now loading over 2,000 tons for one of the large Montreal importing houses, at the port of Antwerp. Prices remain steady and we still quote as follows: First break, 50 feet, $2.10; second break, $2.20; first break, 100 feet, $4; second break, $4.20; third break, 100 feet, $4.75; fourth break, 100 feet, $5; fifth break, 100 feet, $5.25; sixth break, 100 feet, $5.75; seventh break, 100 feet, $6.25; eighth break, 100 feet, $6.50. Diamond star, first break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second do., $4.80 ; third do., $5.75 ; fourth do., $6.50 ; fifth do., $7.50 ; sixth do., $8, and seventh do., $9. Double thick, first break, 50 feet, $3.45; second break, $3.75; first break, 100 feet, $6.75; second do., $7.25; third do., $8.75; fourth do., $10; fifth do., $11.50; sixth do., $12.50; seventh do., $14; eighth do., $16.50; ninth do., $18; tenth do., $20; eleventh do., $24; and twelfth do., $28.50.

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Stop and realize the immense possibilities gained in selling goods of merit.

Ark Brand Paint

will bring you self-respect and business growth. It is doing it for others and it will do it for you. **ARK** stands for the best there is in honest paint making. Sell Ark Brand Paint—"Canada's Best."

MURESCO continues to capture the trade.
Why don't you sell it?



THE FRANCIS-FROST CO. LIMITED
TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

BERRY BROTHERS, Limited

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

Results count in the business world and figures are unanswerable. Our Liquid Paint business which has doubled in a very short time proves that the CANADA PAINT COMPANY'S PAINT is the PAINT of the masses as well as the classes. Keats says, "A thing of beauty is a joy forever." A Paint of beauty is the houseowner's delight and the housekeeper's joy.

Floors stained with the CANADA PAINT COMPANY'S HANDY VARNISH STAINS are sweet and hygienic. Woodwork and walls painted with the CANADA PAINT COMPANY'S READY MIXED PAINTS are wholesome in the highest degree. Verandahs and steps treated to a coat of the CANADA PAINT COMPANY'S FLOOR PAINT lend distinction to the domicile and stamp the house as being in the front rank.

THE CANADA PAINT COMPANY'S OXIDIZED ART ENAMELS are suitable for every class of ornamental work. Color cards upon request.

The ALUMINUM PAINT made by THE CANADA PAINT COMPANY applied upon radiators and all metal work, stands out Clear and Silvery with telling effect.

To improve Carriages and Vehicles ask for the CANADA PAINT COMPANY'S LIQUID COACH COLORS or BUGGY PAINT.

The manufactures of this company appeal to a discriminating class of purchasers and we respectfully urge our friends to give prominence to the C. P. CO'S. Color Cards. They are our silent salesmen and by their aid and the co-operation of our Customers, we introduce the CANADA PAINT COMPANY'S COLORS everywhere.

We are not conceited enough to say "our Paints, Stains, and Varnishes are so good that they will sell themselves." Without the aid of our mailing advertising system, the storekeeper would undoubtedly dispose of a certain amount. We enable him by this liberal advertising to sell double and treble that quantity. Hence the more we sell the better for all parties and today the CANADA PAINT COMPANY'S manufactures are popular everywhere.

THE PAINT OF THE PEOPLE.

There is no paint manufactured that is so universally commended by expert and amateur painters as that made by THE CANADA PAINT COMPANY. Its superiority has led to a host of imitations.

Remember, "ONE COAT OF PAINT IN TIME SAVES NINE."

Do not delay in ordering from

The CANADA PAINT Company

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, May 4, 1906.

Reports from the turpentine belt in the south indicate that the recent easing of the market will not be of long duration and that for at least three or four weeks yet prices will remain firm. Last year about this time, or a little later, there was a rapid advance in turpentine with more favorable crop conditions than prevailed this year, but of course, a recurrence of these conditions cannot yet be said to be likely.

While linseed oil shows an upward tendency in England there are no changes in price here. South American and Indian seed are not coming into England in anything like the quantities of last year, and seed from the northwestern states is bringing a high price. With these conditions it would seem that the price of linseed oil will remain quite firm for some time.

WHITE LEAD—Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per lb. extra will be charged for 12 1-2 lb. packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 560 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50, ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c., in 100 lbs., 7 1-2c.; No. 1, in casks, 6c., in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c., in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1.00 per 100 lbs.

WHITING—60c. to 65c. per 100 lbs., Gilders' whiting, 75c.

PARIS GREEN—Prices have been withdrawn owing to recent advances.

SHELLAC VARNISH— Pure orange in barrels, $2.80 ; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 61c; 5 to 9 barrels, 60c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrel lots, 96c. to 98c. f.o.b. point of shipment, net 30 days. For less quantities than barrels, $1.05 per gallon will be charged.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c. ; finest American white, 19c. per lb. ; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2.00 to $2.10; bulk in 800-lb. casks, $1.50; pure, $1.95 to $2.00; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.00.

CASTOR OIL—English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM—Prices continue unchanged. We quote: Canadian $1.36; Pennsylvania, $1.61; Ohio, 94c.

LEAD WORKS NOT FOR HALIFAX.

Reports have recently been appearing in the daily papers to the effect that the lead corroding works which will be established in this country by Brandram Bros., the English corroders, are to be situated in Halifax. As the original intention had been to utilize a site in Montreal which is held under option by Henderson & Potts, the Canadian representatives of Brandram Bros., Hardware and Metal called on Mr. W. H. Edwards, their Montreal manager, the other day to learn if there had been any change in plans.

"Nothing in it," said Mr. Edwards. "We have been delayed longer than we had expected in making final arrangements with the English house, but our Mr. Henderson, who is now in England, will probably complete them very shortly now. We will then go ahead and prepare the site referred to for the erection of the works. News of this will be announced as soon as the business has been settled."

When the new enterprise is finally launched, Montreal will have two lead corroding plants—the only ones in Canada.

WALL PAINTS.

Interior house decoration has undergone a great change during the past couple of years in favor of the use of wall paints. There are many kinds of wall paint in use, both water and oil, the latest being a flat oil paint that has met with approval from those who have made a feature of this work. Some paints are sold in paste form in various tints, and when mixed with linseed oil are used as a first coat and appear as an oil finish, but when thinned with turpentine it dries out flat, which is the most desirable finish.

There are many advantages in painted walls. Being easily washed they are more sanitary, and with the variety of tints and colors at hand, harmonious blending, and decoration to suit environment is obtained. The consideration of cheapness and the ease with which coloring can be changed from time to time are other points that have made wall paints popular.

Every dealer knows some houses and barns that need a coat of paint. Give the man a figure on paints for the job. A suggestion often makes these sales.

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Wrench Manufacturers.

Wilfrid Ledoux, hardware merchant, Arnaud, Man., asks for the names and addresses of wrench manufacturers in Canada and the United States. He has patented a new wrench and desires to arrange for its manufacture.

Note.—The following are a few of the leading manufacturers of wrenches: Whitman & Barnes, St. Catharines, Ont.; Russell & Irwin, New York; Peckstow & Wilcox, Southington, Conn.; Bemis & Call Hardware Mfg. Co., Springfield, Mass.; Trimont Mfg. Co., Roxbury, Mass.; Billings & Spencer Mfg. Co., Hartford, Conn.; Bullard Automatic Wrench Co., Providence, R.I.; Keystone Mfg. Co., Buffalo, N.Y.; Walworth Mfg. Co., Boston, Mass.; Hawkeye Wrench Co., Marshalltown, Iowa.

* * *

Barn Door Track.

L. C. Karstedt, Mildmay, Ont., writes: Kindly inform me who makes or sells round barn door track.

Note.—The round track is patented by the Allith Mfg. Co., Hamilton, and manufactured solely by them, the demand for it being too limited for its production by other manufacturers.—Editor.

* * *

Dry Earth Closets.

McKelvey & Birch, Kingston, ask: Will you kindly give us the name of a manufacturer of dry earth closets? Or, failing this, some firm that handles these in Toronto?

Note.—The Toronto Furnace Company, 72 King street east, Toronto, manufacture this line.—Editor.

ATTRACTIVE ADVERTISING MATTER.

We are in receipt of some very attractive samples of well-illustrated advertising matter gotten out by the Copeland-Chatterson Co., Toronto, the work of J. S. O'Higgins. The greater part of the series is made up of folders, some of which designs are quite original

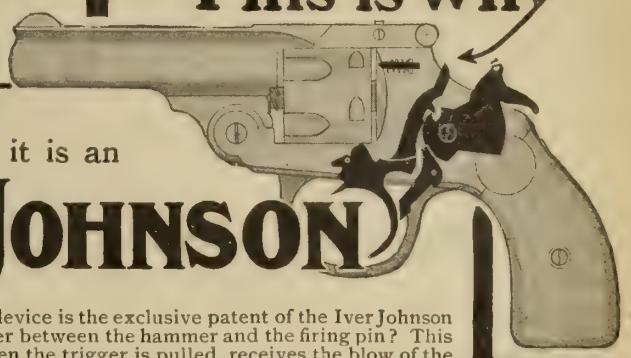
Perhaps the most attractive of the lot is a booklet styled "Business Epigrams." This booklet consists of sixteen pages of newsy, witty, crisp epigrams, interlarded with a pointed skit. Here are one or two: "A thing is worth what it does for me; and not what I pay for it." "The manufacturer who provides goods of better quality than his competitors, has no competitors." "Quality is always recognizable."

"Step Lively, Please!" is a "commanding" little "coverlet" printed in red and blue and containing a well-constructed analogy.

As these "C.C." specimens show excellent judgment in the matter of typography and paper, they would be well worth writing for as specimens.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson **never** fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

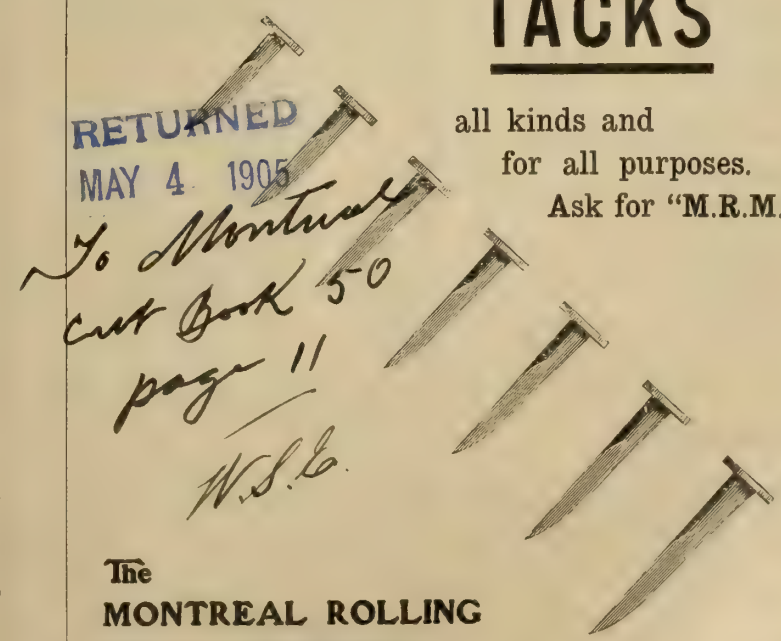
Price: Hammer, $5.00; Hammerless, $6.00

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

TACKS



all kinds and for all purposes. Ask for "M.R.M."

The MONTREAL ROLLING MILLS COMPANY

RETURNED MAY 4 1905 To Montreal Cut Book 5-0 page 11 W.S.L.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Piate Class
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Class
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Class
Bent Glass
Prismatic Glass

Wire Class
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

N. A. Beach will build a saw mill at Georgeville, Que.

Regina has voted $37,550 for public improvements this year.

The Dow Cereal Co. contemplate building an oatmeal mill at Minnedosa.

The Calgary Milling Co. have let contracts for a 1,000-barrel flour mill.

Richmond, Que., has passed a by-law to raise $25,000 for a waterworks system.

Carman, Man., ratepayers will vote on a by-law to install an electric light plant.

Within eight months Fort Frances will have 30,000 horse-power ready for distribution.

The Warren Church Organ Co. has been organized at Woodstock to build an organ factory.

The Dominion Reduction Company's plant at Kenora was destroyed by fire. Loss $20,000.

Fort Frances, Ont., will ask the electors to vote $57,000 for waterworks and electric lights.

The Seaman-Kent Co., of Meaford, lost their dry kilns by fire, together with 100,000 feet of lumber.

The Toronto & Hamilton Sewer Pipe Co. had their Hamilton works destroyed by fire. Loss $25,000.

It is reported that American capitalists will erect a large flax mill at a point in Saskatchewan.

The Electrical Construction Company, London, has given an option on its plant to an American syndicate.

Madison Williams, manufacturer of mill machinery, Port Perry, contemplate establishing a plant in Lindsay.

The Maple Leaf Milling Company will erect a large mill and elevator at Kenora, Ont. Work will be commenced May 1.

North Battleford has become incorporated as a town and the citizens are taking up the matter of waterworks and sewage.

The Meisell Manufacturing Co., of Port Huron, will establish a plant in Winnipeg for the manufacture of milling machinery.

Owen Sound ratepayers passed by-laws to issue debentures to the amount of $45,000 to extend the gas and electric light plants.

The partially completed factory of the Henderson Roller Bearing Co., Toronto, is offered for sale by the Trusts & Guarantee Company.

McLeod, Alta., has offered the Gate City Milling Co., of Keokuk, Ia., a free site and tax exemption to build a 200-barrel flour mill.

The Western Electric Company, of Berlin, have added two large stamping presses to their plant, and other equipment for the speedy turning out of trunk trimmings, etc.

A. W. Cox, of Skagit county, Washington, has purchased a saw mill at Gibson's Landing, B.C. He will manufacture interior finishing.

Companies Incorporated.

The Dominion Office & Store Fittings Co. has been incorporated under Ontario charter with a capital stock of $40,000 for the purpose of manufacturing office and store fittings, etc. The provisional directors are D. H. Gillies, C. R. Somerville, J. McK. McDermid, T. H. Weldon and C. W. A. Woodburne, with head office at London.

The Nelson Hardware Company has been incorporated under Ontario charter with a capital stock of $40,000 for the purpose of taking over the business now being carried on in the same name, and continuing in the wholesale and retail hardware business. The provisional directors are A. E. Lech, Margaret H. Lech and Wm. J. Moore, with head office at Windsor, Ont.

BUILDING NOTES.

St. Boniface, Man., will build a $45,000 school.

Edmonton's building record for April is $200,000.

Gravenhurst, Ont., will spend $5,000 on sidewalks.

Winnipeg will build a new central police station.

J. Timbers & Son will build a hotel at Fort William.

James Clinkskill, Saskatoon, will build a $30,000 block.

James Carrick, Brandon, will erect a new residence.

Herbert R. Rugh will build a residence in Winnipeg.

Pembroke, Ont., asks for tenders for a new town hall.

A new Summer hotel will be built at Winnipeg Beach.

C. R. Duxbury will build a business block at Elkhorn.

The Hoidge Marble Co. will build a factory in Toronto.

A. Moote, Hamilton, will build five houses costing $8,500.

Moody & Co., Calgary, will erect a hotel to cost $10,000.

Carberry, Man., asks for tenders for an electric light plant.

J. F. Cairns, Saskatoon, will build a $36,000 business block.

A. J. Bloomfield will erect a residential block in Winnipeg.

Arthur Bros., of Port Arthur, will build a business block.

A. Bowerman will build a $65,000 bank and office building.

A three-storey building to be occu-

pied by the Merchants Bank and others will be built in Orillia.

Arnold Bros. & Ancaster will build a $75,000 hotel at Regina.

Alanson, Gulley & Co. will build a hotel at Vegreville, Alta.

G. W. Robinson, of Hamilton, will build a $6,000 residence.

The Phoenix, of Saskatoon, is having an office building erected.

James Burridge will build an apartment block in Winnipeg.

Young & McBeth will build a business block at Saskatoon.

Tenders are asked for a new building for the Stratford Beacon.

The Watt Milling Co. will build a new warehouse in Toronto.

James Carson, Dundalk, Ont., will erect a new business block.

A. M. Fraser will build a five-storey business block in Winnipeg.

The Western Elevator Co. will build an elevator at Port Arthur.

Kingston barracks will be remodelled and a new building erected.

Calgary is considering the building of a city hall to cost $100,000.

McCormack & Ludlow will build an apartment block in Winnipeg.

A. S. Bardal will build a store and apartment block in Winnipeg.

Saskatoon has a half million worth of buildings scheduled for 1906.

D. McBride will build three houses in house in Hamilton to cost $5,400.

E. J. Lennox, architect, Toronto, asks for tenders for a concrete garage.

The Maple Leaf Flour Mills Co. ask for tenders for mills at Kenora, Ont.

A new Gospel Tabernacle will be built in Hamilton to cost $30,000.

Gordon, Ironsides & Fares, Winnipeg, will erect a new office building.

The Bank of Hamilton will erect a new building at Stonewall, Man.

Thwaites & Spragge will build three houses in Hamilton to cost $5,400.

C. S. B. Burley, Portage la Prairie, commenced work on his new store.

Contracts have been let for the nurses' home, Winnipeg, for $60,000.

Regina will spend $49,800 on public improvements and $18,000 on a fire hall.

A hotel called the Wilson will be built in Saskatoon at a cost of $30,000.

The Canadian Rubber Co. will add two storeys to their Winnipeg building.

Vere Barton, Winnipeg, has prepared plans for a four-family flat to be erected.

Herbert Radford has let the contract for a five-storey warehouse in Winnipeg.

G. W. Hall, architect, Brantford, asks for tenders for a new Y.M.C.A. building.

Picton, Ont., School Board asks for tenders for heating the public school there.

Clark & Stuart, Vancouver, will com-

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

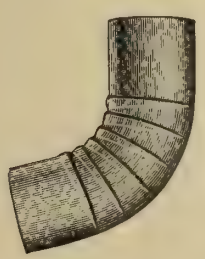
Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

Start Right

Now is the time, with stock-taking over, to make your plans for a record-breaking season's trade for 1906.

You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

Better Write To-day.

Pease Foundry Co., Limited

TORONTO

Pease-Waldon Co., Limited

WINNIPEG

mence at once on a $65,000 business block.

Yates & Son, Hamilton, have commenced work on the new Hotel Hanrahan.

W. W. Wilson, Welland, will make extensive additions to the Mansion House.

The First Baptist Church congregation (colored), Toronto, will build a new church.

S. & H. Borbridge are having plans prepared for a four-storey block at Brandon.

C. W. Postlethwaite, Toronto harbormaster, asks for tenders for concrete wharfage.

Fusee & McFeetors, of Neepawa, Man., ask for tenders for a new hotel at Arden, Man.

The school district of Harding, Man., ask for tenders for the erection of a new school.

Saskatoon will have a new $25,000 school and a $12,000 addition to the present one.

W. J. Wade and L. H. McGuffin will jointly build a three-storey business block in Calgary.

Glass Houses.

DesMoines, Iowa, is the pioneer city to build houses and larger buildings of glass. The DesMoines Savings Bank, already begun, is to be ten storeys high and built entirely of steel and glass. Plans of a glass city hall are also receiving consideration from the council of this city, who think it would be a striking advertisement for the place.

JUDGMENT RE "RODGERS" CUTLERY.

Advices from Sheffield, Eng., contain information regarding an interesting suit which was recently decided in the Chancery Division of the High Court of Justice there.

The action, which has been under way since November, 1903, was brought by Joseph Rodgers & Sons, Limited, the well-known firm of cutlery manufacturers, against two gentlemen of the name of Hearnshaw, who carry on business in Sheffield. to restrain them from stamping or marking cutlery not of the plaintiffs' manufacture with the name "Rodgers" and "Rodgers Bros.," and from selling it under a name sufficiently similar to that of the plaintiffs, to deceive.

Mr. Justice Buckley, in giving judgment, said that for 200 years the plaintiffs and their predecessors in title had carried on the business of manufacturers of cutlery at Sheffield and elsewhere under a trade name of which the word "Rodgers" had always formed part. Their goods were known over a considerable part of the world. Under the circumstances, what he had to consider was whether the delendants' goods were so put on the market as that, in a retail shop, it would be easy for the retailer if he were a dishonest person to palm off the defendants' goods as being the plaintiffs'. He thought here the defendants had for a purpose so taken and used this word "Rodgers" as to put it into the hands of retailers to pass off their goods as the plaintiffs'. He therefore thought the plaintiffs were entitled to an injunction to restrain the defendants, and each of them, and his servants and agents, from so stamping or otherwise marking any cutlery not of the manufacture of the plaintiffs with the name "Rodgers," or "Rodgers Bros.," or any other name of which the word "Rodgers" forms part, and from so selling, advertising or offering for sale any goods so stamped or marked, and from so carrying on business in cutlery under the name of "Rodgers" or "Rodgers Bros.," or any other name of which the word "Rodgers" forms part, as to induce the belief that such cutlery or goods or business are the cutlery, goods or business of the plaintiffs, or otherwise passing off the goods or business of the defendants as, or for, the goods or business of the plaintiffs.

His lordship acceded to an application by the plaintiffs for an inquiry as to damages, and refused to stay the injunction.

GURNEYS WILL NOT BUILD.

A rumor has been in circulation that the Gurney Foundry Co. were aobut to build a plant at Vancouver, B.C., one paper stating that a site had been purchased and work was about to commence. The Gurney Co., however, advise Hardware and Metal that there was no foundation whatever for such a report, and that they have no present intentions of building in the west.



A *Quick* Shipping Service

Very often a profitable paint sale depends on whether the dealer can make prompt delivery. His stock may be low and he must have a quick shipment to secure the business.

The Sherwin-Williams Service to their agents is a great thing in just such times of need. We have facilities for handling rush orders quickly. We carry a complete stock of our products at all warehouses and can ship on short notice.

This is but one of the many advantages of ***The Sherwin-Williams Agency.*** It's the best paint and varnish proposition for the dealer. We place our organization and selling helps behind him and work for his interests in every way. Write *now* for full information.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
Canadian Headquarters and Plant: 639 Centre Street, Montreal.
Warehouses: 86 York Street, Toronto; 147 Bannatyne St., E., Winnipeg. 1998

WIRE NAILS
TACKS
WIRE
Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

CONDENSED OR "WANT" ADVERTISEMENTS.

FOR SALE.

1000 SQUARE FEET wire cloth, assorted sizes from 20-inch to 40-inch, at $1.30 per 100 square feet. Box 520, HARDWARE AND METAL, Toronto. [18]

HARDWARE, stove and tinware business for sale, including tin shop, tools, patterns, shop fixtures, wagon, ladders, etc.; stock will run about $6,000; situated in good live village, with excellent surrounding farming country; splendid place for two men, hardware man and tinsmith; good reasons for selling. Apply Box 524, HARDWARE AND METAL, Toronto. (21)

ROLLING MILL, bolt and nut works—the large and well-eqipped plant of the Louisville Bolt & Iron Works, Louisville, Kentucky. This plant is located in the centre of the manufacturing district for Southern, Western and Southwestern markets; situated in the southern part of the city, containing about 4¼ acres; directly on the main line of the L. & N. R. R., with proper switching connections to the packing room and for delivery of raw material, etc. Anyone buying and operating this plant will be exempt from city taxes for a period of five years. This plant contains 48 threading, single, double and triple and 14 tapping machines; 10 hot pressed nut machines, 16 bolt forging machines for varied sizes of bolts, with necessary equipment, such as hot blast furnaces, etc.; well equipped blacksmith shop; modern machine shop for repair work, etc.; 1 Belgian train with 12-in. roughing and 8-in. 5 stand, finish train; 2 large coal fired heating furnaces, each with waste heat boiler, with necessary hot bed, finishing shears, separate engine, pumps, etc.; 1 2-stand, 3-high 20-inch muck train, complete with squeezer attached, suitable engine to drive same; 8 busheling furnaces with waste heat boilers, 1 pair hot scales, muck shears, tools and other equipment. This plant has a full equipment of scrap shears and good facilities for handling material; 1 3-stand sheet mill, new and of most modern type to produce maximum product. This plant has ample power, containing 1 275 h.p. Hamilton Corliss engine for bolt and nut department, 1 engine and dynamo, a battery of 2 Atlas Engine Co. boilers and 1 Walton boiler, 1 Stillwell heater and all necessary shafting, pulleys, etc., for running same. A most complete and well arranged nut and bolt packing room. The above machinery is in good condition and could be put in operation without delay. The office is furnished with desks, vaults, safes, etc. This offer is a splendid opportunity for a very remunerative investment with very cheap fuel and water supply. A large pool of water in the plant will supply all of the water needed about the machinery. This is an opportunity rarely found for the manufacture of these products, being the best equipped and most modern of its kind south of the Ohio river. The sale of the property becomes necessary by reason of the death of the president and chief owner. This plant having direct switching connections with the L. & N. R. R., is also directly opposite and within a stone's throw of the very large and modernly equipped shops of the L. & N. R. R. Co., where a very large per cent. of the product should find a ready sale, besides the large local trade, including the Kentucky Wagon Manufacturing Co. For further particulars call on or address The Fidelity Trust Company, Louisville, Kentucky, until the 16th day of May, 1906, at which date the property will be sold at auction on the premises.

BUSINESS CHANCES

HARDWARE BUSINESS — Doing good trade; stock $6,500, may be reduced; owner has other interests; a splendid opportunity. Box 523, HARDWARE AND METAL, Toronto. [18]

THE largest and best paying hardware business in Western Ontario; stock will inventory $25,000; reasons for selling, owners have other interests. Box 522, HARDWARE AND METAL, Toronto. (19)

TRAVELER WANTED.

WANTED—Glass Traveller. Apply only by letter to the Consolidated Plate Glass Co., Toronto. [17]

THIS IS THE SHEET METAL AGE

THE GALT ART METAL CO LTD

OUR LINE

Galt "Sure-Grip" Shingles
Quick sellers, quick layers, best roof made.

Galt "Art" Sidings
Galvanized and painted. Very bold, handsome stone and brick effects. Heavy, prominent mortar lines and tuck pointing.

Galt Classik Ceilings
Harmonious designs, interchangeable parts. Easily applied, perfect finish.

Cornices and Skylights
Any design or style; work from architects' details our specialty.

Corrugated Sheets
And all accessories. Straight, true corrugations, all the latest touches in this very popular form of roofing and siding.

We want representatives in every place
Dealers should have our catalogues.

THE GALT ART METAL CO., Limited, Galt, Ont.

SITUATIONS VACANT.

WANTED—An experienced hardware clerk. C. M. Cutts & Co., Toronto Junction. [17]

HARDWARE CLERK—Must have experience; references to Box 527, HARDWARE AND METAL, Toronto. (19)

WANTED—Hardware salesman experienced in all lines; careful stock-keeper; taking manner; must be able to start and close sales; steady job. With application state when can come, age, salary and send references. Box 521, HARDWARE AND METAL, Toronto.

A SMART, active man wanted for Saskatchewan who understands steam heating and plumbing; must be able to figure the cost of any job; to the right man full charge of this department will be intrusted. Apply Box 515, HARDWARE AND METAL, Toronto. [17]

FIRST-CLASS hardware clerk wanted; must be strictly right on builders' hardware and have some ability as a window dresser; good chance for a hustler; write me quick, stating wages, experience, etc. J. C. Wanless, Chatham, Ont. [17]

SITUATIONS WANTED

AS purchasing agent for large manufacturing firm by live, energetic and capable man, age 30; now employed; good references. Box 526, HARDWARE AND METAL, Toronto. (18)

BY young man with nine years' experience in general hardware stores, paints and varnishes, gas fittings, etc.; position as salesman with retail firm, or would accept position in wholesale, Northwest preferred; strictly temperate; first-class references. Box 525, HARDWARE AND METAL, Toronto. (19)

METAL SHELF BOXES

DO you know that your customers are judging your stock by the general appearance of your store? It is absolutely impossible to keep your goods neatly arranged without using some kind of shelf boxes. Our system enables you to keep all goods of one kind together; you always know when your stock is running low, and you never have to tell a customer you are just out of what they want and then find the next day you had plenty in stock. The Bennett Metal Shelf Box has been on the market for years. Some of the best hardware stores in Canada have thrown away their old wooden boxes and put in our up-to-date metal box. Cameron & Campbell, Toronto.



COVERT MFG. CO.
Troy, N.Y.
Auto Screw Jack
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICE

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO
—Manufacturers of the celebrated—
"Saugeen Brand"
OF PORTLAND CEMENT
Prices on application. Prompt shipments

The Imperial Cement Co., Limited
Makers of the Celebrated Brand
"IMPERIAL" PORTLAND CEMENT
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USE
"HERCULES" BRAND
PORTLAND CEMENT
Manufactured by
THE GREY & BRUCE PORTLAND CEMENT CO.
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STREET PAVING and SIDEWALKS a SPECIALTY
SILICA BARYTIC STONE CO.
OF ONTARIO Limited
Head Office:
Ingersoll, Ontario.
Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.
Walter Mills, General Manager
Ask for quotations for Septic Tanks.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
OTTAWA, - - ONTARIO.
Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

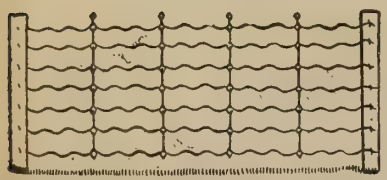
For sale by Jobbers Send for 1906 Catalogue



The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal *HAMILTON*
EASTERN AGENTS *ONTARIO*

DIAMOND BRAND



is guaranteed HIGHEST CARBON, Cleveland Coiled Spring Wire, biggest profit, we sell trade only. Car lots shipped direct from our Cleveland plant.

Write before buying.

DIAMOND GRIP. Pat. Jan. 1895

CANADA FENCE COMPANY LIMITED, LONDON, ONTARIO.

TO THE HARDWARE DEALERS:

LAFARGE NON-STAINING CEMENT

Fire Bricks and Fire Clay

Drain Pipe and Farmers' Tiles

Plaster

Mortar Color

Mortar and Brick Hods

Wheelbarrows.

Are as much in your line as any other article you sell. If you have lost sales in the past, make up for it now.

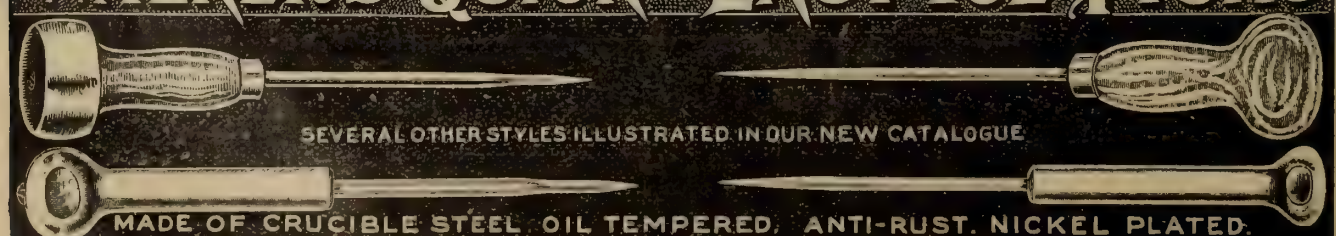
WRITE US FOR PARTICULARS

F. HYDE & COMPANY

KING, QUEEN AND WELLINGTON STS.

MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



MADE OF CRUCIBLE STEEL OIL TEMPERED, ANTI-RUST, NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

"Dominion Brand" Roofing Materials are THE BEST FOR YOU

BECAUSE they are the most durable and in every way the most satisfactory.
BECAUSE their quality remains long after the price is forgotten.
BECAUSE they are the easiest to sell. You know what that means.

Write if you can't call

LOCKERBY & McCOMB, 65 Shannon St., Montreal

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
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STEEL



Mr. Hardware Dealer—

You will increase your business handling the

MONTREAL BEAUTY NIGHT LAMP

Used in preference to gas and electric light for halls, bedrooms, bathrooms, cellars, etc. It gives a beautiful soft light, burns coal oil, **costs but ¼c. per night**; one filling will burn 40 hours without odor. Size 4 inches by 6 inches. Retail at 75 cts. Liberal discount to the trade. Correspondence invited. Agents wanted.

L. J. A. SURVEYER,
6 ST. LAWRENCE MAIN ST. MONTREAL

May We Suggest

that you immediately send for a copy of the Booklet fully describing the

Metallic Ash-Sifter

It will cost you nothing and may be the means of doubling your business.

The Hardwareman who carries **Metallic Ash-Sifters** gets more orders than the Hardwareman who carries wooden sifters or so-called metallic sifters.

Put the right kind in your store—**Metallic Ash-Sifters.**

C. M. CUTTS & CO.
Sole Makers, - - TORONTO JUNCTION, ONT.

ATKINS HIGH-GRADE SILVER STEEL SAWS



Will do more work in a day, and do it easier, than any other Saws. Because they are made right—of the right material—by workmen who "know how." Our name on every blade.

Insist on Atkins Saws

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Home Office and Factory: Indianapolis, U.S.A.
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The Standard Ideal Sanitary Co. Limited

MANUFACTURERS OF

Porcelain Enamel Bath Tubs Lavatories Sinks Slop Hoppers

"MADE IN CANADA."

Write us at once if you want to secure

A CATALOGUE

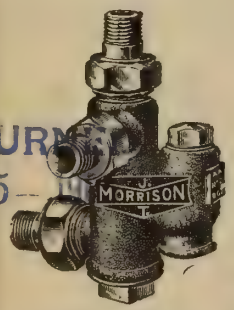
of the latest designs of **Porcelain Enamelled Bath Tubs, Sinks, Urinals, Latrines, Etc.**

Now ready for distribution and will be mailed on application.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

Head Office and Factory:
Port Hope, Ont.

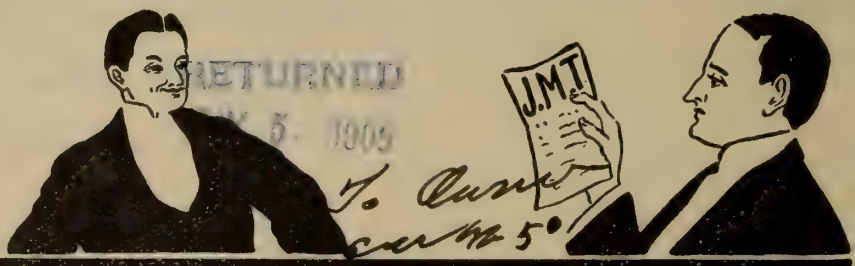
Sales Office:
50 Colborne St., Toronto.



An Injector that can be depended upon to give the highest efficiency that is obtainable.

FULLY GUARANTEED

For sale by all reliable jobbers.



HE IS

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Why he NEVER has trouble.

"He uses J.M.T. Goods"

ENGINEERS' SUPPLIES

AND

High-Grade Steam Specialties in Brass, Iron, or Phosphor Bronze.



J.M.T. Valves

The standard for "valve excellence."

Their increasing sales is the best recommendation we can offer.

Made in the standard and extra heavy patterns.



Brass Y Valves

We make these valves, screwed or flanged, principally for Pulp Mills



Iron Body Gate Valve

Manufacturers of

Plumbers', Steamfitters' and Marine Brass Goods.

The JAMES MORRISON BRASS MFG. CO., Ltd.

89-97 Adelaide St. W., - . - TORONTO

PLUMBING AND STEAMFITTING

HEATING AND VENTILATION OF FACTORIES

From Canadian Machinery.

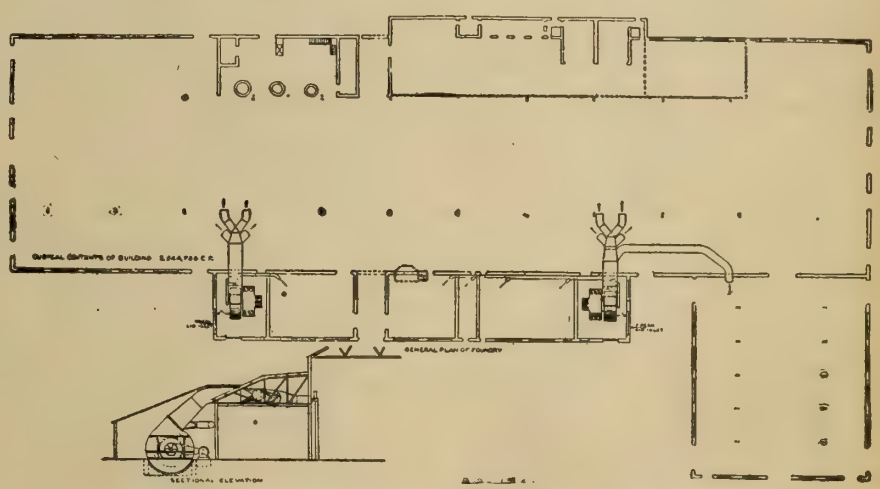
Methods adopted for supplying and distributing the air in buildings are worthy of considerable attention. The usual methods of supplying heated air are: first, to take the air entirely from without doors and force it directly into the building through distributing ducts. This method is generally known as the plenum system. The pressure produced in the building causes a continuous exit of air from the building, either through the natural openings, as is usually the case in factory and other large buildings, or through special vent openings provided for the purpose, as in public buildings.

A second, and more common method for shop buildings where forced ventilation is not a necessity, is to draw the supply of air entirely from within the building and again force it through the distributing ducts, causing a continuous circulation of the air within the building. This often has an advantage over the plenum system in that all the heat supplied to the air is effective in heating the building.

Some Adaptations.

The ideal system is a combination of the plenum and return systems. This should be used wherever possible. In this system the greater portion of the air is returned to the apparatus, but sufficient air is continuously taken from without through a fresh air connection to create a plenum within the building and prevent the inward leakage of the cold air along the floor.

Excellent results can be secured by the use of overhead piping, providing it is not placed at too great distance from the floor. The chief advantage of the overhead system is the saving in first cost, since, on account of the high temperature and velocity of air in the distributing pipes, a great amount of heat can be transferred with a very small amount of material. The cost of the galvanized iron distributing system of air ducts is relatively small. The best results are secured with outlets at from 12 to 18 feet above the floor line. Above this height it is preferable to use drop pipes extending downward along the columns where they will not interfere with traveling cranes. Such an arrangement of overhead piping is frequently employed in foundries, while in large machine shops underground ducts are nearly always preferable. Another system which has proved very satisfactory is that in which a distributing air return duct is employed. This approaches very closely in principle to the plenum system used in public buildings, and is a combination of both plenum and exhaust systems. The peculiar feature in this is that no distributing ducts or piping for the heated air are used. The air is blown at a comparatively high velocity directly into the building at about 8 or 10 feet above the floor through an outlet branching in three directions, and through which the air passes at a comparatively high velocity. The distribution is effected entirely by the return vent ducts which are placed at frequent intervals along the walls. These open into large return air channels which are provided on either side of the building and serve the additional purpose of affording a convenient place for locating steam and water mains, and also electric light and power mains. Provision is made for taking a portion of the air from without doors to secure a plenum. One great advantage of this plan is that it removes all cold air leaking into the building at the floor line, and that produced by the cold down draft next to the walls, as well. A perfect distribution is secured in all parts of the building, and the cost of installation is reduced to a minimum. In small buildings a system of distributing outlets is placed along the further side of the building, and a system of vent ducts opening into exhaust chamber is placed on the side adjacent to the fan. In many instances an elaborate distribution is impracticable or undesirable. In such cases a centrally located discharge pipe may be used. From this point the air is blown in all directions and a circulation is produced by an exhaust connection to the fan inlet. In such instances very effective heating has been secured even where it was required to blow the air long distances. A good example of such a system may be found in the foundry building of the General Electric Company at Schenectady. This foundry, which is probably one of the largest in the world, is heated in an entirely satisfactory manner with a few large branch outlets.



Type of Foundry Heating Apparatus with Small Amount of Distributing Pipe.

The chief points of excellence of the fan system may be summarized as follows: 1—Perfect ventilation, regardless of exterior conditions. 2—Uniform and proper distribution of heat. 3—High efficiency of heating surface, (three to five times that of direct radiation). 4—Greatest economy in operation. 5—Utilization of exhaust steam. 6—Prevention of cold drafts from without by production of a plenum. 7—Independent regulation of heating and ventilating effects. 8—Central location of plant, requiring a minimum amount of attention. 9—Great flexibility in operation to suit varying conditions. 10—Low cost of installation.

GAS HOT WATER SYSTEMS.

Address by H. J. LONG before the National Commercial Gas Association in New York.

The gas hot water system can roughly be divided into two general classes: (1) Storage system; (2) instantaneous gas water heaters. Taking up the first, coal can be and is used largely with success; with the second, gas is an absolute necessity. This would lead one to inquire therefore what objections there are, if any, to the increased use of the instantaneous heater by gas companies, thus obviating the competition of coal altogether?

There are several manifest advantages to be claimed for the tank system of heating: (1) Low first cost; (2) low installation cost; (3) the ability to suit conditions in old houses with the least possible changes in plumbing arrangements. Probably nine-tenths of the old houses are equipped with a range boiler varying in size from 30 to 60 gallons. This in conjunction with the coal range water back proved to be all that could be desired, but with the advent of the gas range, with its wonderful cleanliness and convenience, the hot water problem was a serious one. Many gasmen have stated that one of the most serious difficulties encountered when gas stoves were first introduced was the very one of taking care of the hot water supply.

The first attempts to solve this resulted in the gas water heater attached to the side of the gas range. This, owing to its construction with horizontal water pipes, proved a failure, inasmuch as the efficiency obtained from the gas amounted to only 10 per cent. and in many cases it would not heat the tank under any conditions. The logical results of this was the development of the independent tank heater, which was designed for heating the water in the tank and for nothing else. This is the system with which nearly every one is familiar to-day. These heaters are being made of various material by various manufacturers—namely, cast iron sections, brass sections and copper tubing. It is not the object of this paper to discuss the relative merits of these constructions, for in nearly all of those of first-class make the efficiency will run from 40 to 70 per cent., thus giving a fine return for the money invested in convenience and economy.

There are some disadvantages in this system to which we would call your attention. In the first place, the supply of hot water for any one time is limited to the capacity of the hot water tank. A 40-gallon tank will give one hot water bath, one tepid and then a wait is necessary until the water is again heated. In actual use it will be found that the tank heater is used merely as an auxiliary as with manufactured gas it is too expensive a proposition to keep the heater going constantly to maintain the tank full of hot water, as numerous tests have proved that the cost in gas alone to keep the tank full of hot water is far greater than it would cost to heat the water actually used instantaneously. The result of this is the use of gas in such a tank heater for hot water purposes only when a fairly large quantity of hot water is desired, such as for the bath or laundry, and in the hundred and one little household duties requiring hot water, such as dish washing and for the basin, the gas heater is not used, the result being a small gas consumption and poor service.

The Instantaneous Heater.

The instantaneous heater was first conceived as a small machine to set in the bathroom and furnished a very limited supply of hot water for basin and bath. This also has the advantage of comparatively low first cost and it is exceptionally economical in operation, as no storage is required, and the gas is used only to heat the water actually drawn, giving an efficiency of nearly 80 per cent. This system has done well and is very popular, but has the one great drawback of being limited to one place. The ordinary heater requires the constant supply of matches as well as gas, so that it is seldom used for the wash basin, owing to the necessity of lighting it each time for one or two gallons. Moreover it is seldom used for kitchen or laundry, thus limiting its gas consumption to a very small part of what it would be if it supplied the entire house. Another serious disadvantage to this type of heater has been that the Bunsen flame requires a flue, and a very small percentage of the bathrooms are equipped with such.

We come, then, to the automatic instantaneous heater, which would seem to supply or take care of the many disadvantages of the other systems. This is the small instantaneous heater amplified to give a capacity which will heat the water as fast as it would ordinarily run through the faucet, and an automatic attachment is designed to turn on and off the gas as the faucet is opened and closed, the main burners being ignited from a small pilot. This system furnishes an unlimited supply of hot water always at the same temperature and at every faucet in the house.

Every time a hot water faucet is opened some gas is used. A small quantity for the basin, a gallon for the kitchen sink or 20 gallons for the bath mean a certain percentage of gas used in the heater. The result is increased gas consumption, but with full value received for every foot of gas used, as the efficiency of the first-class heater is 80 per cent. and over. Moreover the use of such a heater places the hot water entirely independent of the use of coal or any other fuel, thus leaving the gas stove salesman a clear field to install the gas stove and other gas heating appliances.

May I cite an instance showing the application of this? A very large residence having four baths, needle shower, etc., was using gas merely as an auxiliary for lighting, as cooking and hot water were all furnished by means of coal and the lighting was done by electricity. Fifty cents a month would probably cover the average gas bill. A large automatic instantaneous heater was installed to take care of the baths and shower. The first month's gas bill was $18 and each month has averaged in that neighborhood. On the face of this the householder has expressed in glowing terms the service received and considers his gas bill small in return for the magnificent results which he now obtains. In fact his magnificent plumbing work and beautiful shower was of small value to him for the simple reason that half the time he could not get hot water to run them. This, of course, is an extreme case covering a very large residence, but it was in a place where the man was willing and able to pay for the service which he got. In the smaller residences, having limited consumption of hot water, the service and gas bills are in proportion.

First Cost of Instantaneous Heater.

Referring now to the disadvantages of such a system, the greatest objection raised is the first cost. People hold up their hands in holly horror at the idea of paying $100 or $125 for their hot water supply. True, when compared with the ordinary system in vogue or the water back in a coal range, it does seem high, but this item is purely one of education. When the modern plumbing fixtures were first introduced I was identified with the plumbing business. The copper tub then in vogue cost about $8 to $10 and was pointed to with pride by the householders. When the modern closet and enameled tub came on the market at a price of about $40 each a spasm was created in the trade to think that any one would pay such an amount of money for bathroom equipment in comparison with the old appliances, which were good enough for them. Such a price was only for the Carnegies and Vanderbilts. But what a difference in a few short years! To-day you cannot go into a house costing $1,500 but what you find these very same appliances. In fact the renter, whether expecting to pay $15 a month or $150 a month, makes a bee line for the bathroom to see whether there are modern plumbing fixtures, which have probably cost over $100 to install. Why, then, should $100 or $150 for such a house be considered extravagant for that absolute necessity—hot water service? When it is once demonstrated and shown to the average citizen that he is getting full value received the price would be a secondary consideration. Mechanically the automatic instantaneous heater has reached a perfection unthought of a few short years ago. A system now properly installed under the right conditions will give a maximum of service for a minimum of attention.

To show the difference in the efficiency and gas consumption of the tank system as against the automatic instantaneous there was a test recently made which should be of interest to all gas men. A 40-gallon copper tank was set up in conjunction with a copper coil tank heater and a small thermostat. At the side of this was placed a 40-gallon automatic instantaneous heater, which is the size for the ordinary residence having bath, kitchen and laundry. The total volume of water drawn from each system as shown by the water meters was 3,225 gallons. The gas consumption for the automatic was shown to be 3,280 cubic feet, and in the tank system 9,072 cubic feet, making a difference in

favor of the automatic heater of 5,791 cubic feet for one and a half months, or nearly three times as much as gas. This would show that with exactly the same service, 75 gallons of hot water a day whenever wanted, the automatic instantaneous heater used nearly one-third of the gas required by the tank system. In view of this it would be manifestly impossible for many consumers to attempt to have a continuous hot water supply with their tank system, the result being, as before stated, that the gas is used only occasionally with poor service. There is also one point to be noted, and that is the capacity of the tank system was at all times limited to 40 gallons in any one hour, so that if it had been desired to draw 75 gallons at one time it would have been impossible with the tank system, while with the automatic instantaneous it could be drawn continuously or not, as desired.

WORN THREADS.

Building up threads which are cut too deep, as is often the case in brass goods, particularly in boiler spuds, is one of the odd jobs a plumber must do on occasions, as well as building up threads which have been worn down owing to long use, writes D.F.N. in the Metal Worker. This may be accomplished by covering the brass thread with powdered paraffine from a paraffine candle or with acid and then dipping the exposed thread into the soldering pot, or, better still, holding the thread over a pot and pouring hot solder over it. In this way it will receive a good coating of solder and the coating will make the fitting screw snugly into the pipe. This method can readily be applied to loose or worn parts in the interior of barrels of ball cocks, as these when under a heavy pressure often vibrate and make a whistling and groaning noise. If the outside of the barrel on the ball cock is coated with solder, then clean off with a fine file or emery cloth, it will fit more snugly into the cylinder and the noise will cease.

REDUCING GAS PRESSURE.

Reducing the pressure of gas so that less will be consumed in bathrooms and hallways can be done by the old trick of putting cotton under the burner tip. It can be stuffed into the pillar that a flame of any desired size can be readily obtained.

PLUMBING ITEMS.

One hundred journeymen plumbers at Hamilton went on strike on May 1. They ask for 35c. an hour, an increase of 2½c. St. Catharines and Fort William plumbers are also on strike for increased wages.

B. Willett, Toronto, is installing a plumbing system in a residence at Oakville, the water to be procured from the lake by a gas engine and piping system.

NEW PIPE YARD.

R. J. Cluff & Co., Toronto, have secured property 90 by 150 feet, closely adjoining their new building on Lombard street, which will be used as a pipe yard. They will erect sheds upon it.

PLUMBING MARKETS

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 4, 1906.

There are no new prices in plumbing supplies this week. Everything seems to be steadied pretty well on account, no doubt, of the business increase. But while business may be considered good there is not the amount of work on hand that usually characterizes the opening of Spring. Ordinarily with the coming of cold weather plumbing work ceases and Spring finds the trade with unfinished contracts on hand, but having had a mild Winter this condition was not noticeable.

Toronto plumbers still feel a slackness that does not seem in keeping with the building operations that are going on and a lot of price-cutting is the result. A better condition, however, must shortly obtain.

LEAD PIPE—A constantly increasing trade is felt in lead pipe. Prices the same. We quote: Lead pipe, 8c., discount 20 per cent.

SOIL PIPE AND FITTINGS — The volume of business being done is very heavy all over the province. Prices remain the same. Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—The price of iron pipe holds firm at the recent advances, and a heavy trade is being done. We quote: Black, 1 in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS—A difficulty is found in getting enough to supply the demand. Prices continue same as previous quotations. We quote as follows: Cast iron elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

GALVANIZED IRON RANGE BOILERS — This line shows a marked increase in sales both in present and future delivery. There are no price changes. Our quotations are as follows: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallons, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11.00; extra heavy, $14.00; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—Business is picking up with the advance of building operations. We quote: Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.

SOLDER—Solder holds firm at the present prices and a large amount is being sold. Bar solder, half-and-half, guaranteed, 23½c., and wiping at 21c.

ENAMELWARE—Jobbers still find a difficulty in getting enough baths to fill orders. No price changes. We quote: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 4, 1906.

Early opening of navigation has been a great boon to the supply houses. Since the boats began to run shipments from Montreal have been very large, and as as they have got away so much earlier than in previous years, dealers are looking for repeat orders to be very numerous before the season is over.

The activity which is evident in the plumbing trade, extends over all the lines quoted and no one in particular could be picked out as monopolizing the attention of dealers.

In iron pipe the market is firming up decidedly. Jobbers could not now replace their stocks in many sizes for the figures which they are quoting their customers and there is every reason to believe that an advance in prices cannot be long delayed. There is at present an active inquiry for galvanized iron pipe for use in installations for water supply.

RANGE BOILERS—Sales are large and prices steady. We still quote: the following prices: Iron clad, 30 gallon, $5.00; 40 gallon, $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—No change in prices is reported, the fluctuations in the primary market rendering early advances unlikely. We still quote: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred

lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—There is a very large inquiry for these goods. We quote discounts on all sizes of nipples up to 6c., 67 1-2c. to 70c.

IRON PIPE— The market is much steadier than it has been for some months. Indeed many jobbers state that they are looking for advances in the wholesale prices. In the meantime we are quoting as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $550; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27.00; 2 inches, $36.50;; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch, and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12.00; 3-4 inch, $15.00; 1 inch, $22.00; 1 1-4 inches, $30.00; 1 1-2 inches, $36.00; 2 inches, $50.00. The discount for black pipe is: 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS— This line is showing general activity of the plumbing market. Our quotations remain as follows : Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

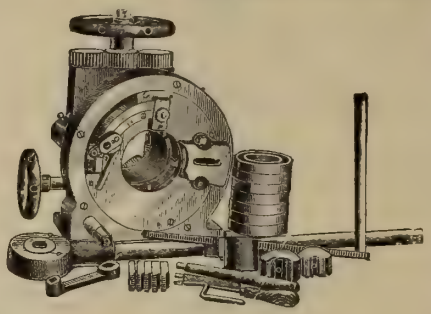
SOLDER—Although tin is still soaring, prices on solder have not been advanced. We still quote: Bar solder, half-and-half, guaranteed, 22 3-4c. to 23c.; No. 2, wiping solder, 18c.

ENAMELWARE—The call for these goods is constantly increasing with the advance of the season. Our prices remain as follows : Canadian bath tubs, plate E1 , 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.15, special, $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

CUT-OFF VALVE FOR GAS OR OIL BURNERS.

A. Ashcraft, Fort Smith, Ark., has invented an improvement which relates particularly to cutting off the fuel or illuminating supply from gas or oil burners. The object is to provide a valve of the character stated which shall not only be simple in construction and adapted for ready attachment, but after being set or opened for supply of gas or oil the burner operates to automatically close the valve, cutting off the fuel-supply should the gas or oil cease to burn.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking. Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand



Fig. E 274



Fig. E 283

PATENTED



Fig. E. 281

GLAUBER

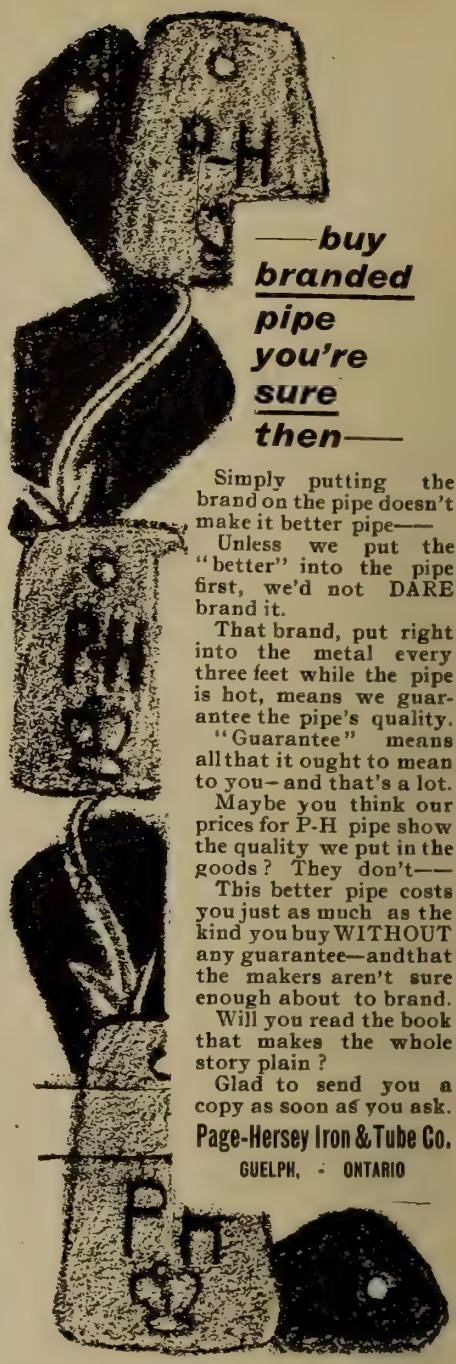
RUBBER JOINT CONNECTIONS

Fit any Basin or Bath Cock and always insure an absolute Tight Joint

SAVE TIME SAVE MONEY

GLAUBER BRASS MFG. CO.

CLEVELAND, OHIO



—buy branded pipe you're sure then—

Simply putting the brand on the pipe doesn't make it better pipe——

Unless we put the "better" into the pipe first, we'd not DARE brand it.

That brand, put right into the metal every three feet while the pipe is hot, means we guarantee the pipe's quality.

"Guarantee" means all that it ought to mean to you—and that's a lot.

Maybe you think our prices for P-H pipe show the quality we put in the goods? They don't——

This better pipe costs you just as much as the kind you buy WITHOUT any guarantee—and that the makers aren't sure enough about to brand.

Will you read the book that makes the whole story plain?

Glad to send you a copy as soon as you ask.

Page-Hersey Iron & Tube Co.

GUELPH, - ONTARIO





BE SURE

about the right trade-mark and the right name when you go to buy pipe fitter's tools.

There are "Armstrong Pattern" stocks and dies and tools, but they're not GENUINE unless they have our trade-mark.

Valuable and complete catalogue of tools and machines free upon request.

THE ARMSTRONG MFG. CO.

292 KNOWLTON ST.,

BRIDGEPORT, CONN. 16-b



Roof Paints Mean Business

Have you a good line of Barn Paints?
Let us show you

Ramsay's Outside Paints

They sell at $1.00 a gallon, and that leaves you a handsame profit.

See our show card with our favorite Red No. 108—the correct thing for barns, roofs, bridges; also our Rubber Roofing Black.

See the price—see the profit.

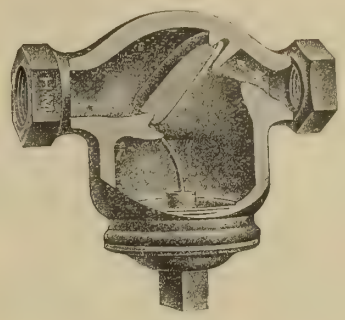
Easy to sell—no unnecessary talk.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

MUELLER WATER STRAINERS

PATENTED



C 109

When the water supply comes through the water works filter, plumbing fixtures are very well protected from sediment; but it occasionally comes direct on account of the filter being out of order or in cases of fire, and something is needed to protect the fixtures then.

The Mueller Water Strainer will strain the sediment out of unfiltered water. It gives protection to the plumbing fixtures on all occasions, whatever the condition of the water supply.

The Mueller Water Strainer is made of cast iron, has a brass gauze screen and brass plug, and is made for all sizes of pipe up to 3 inch.

Each strainer is carefully inspected and assembled, bears the Mueller trade mark and is *unconditionally guaranteed*

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*



BRASS GOODS

Tried and Tested, Always Satisfactory

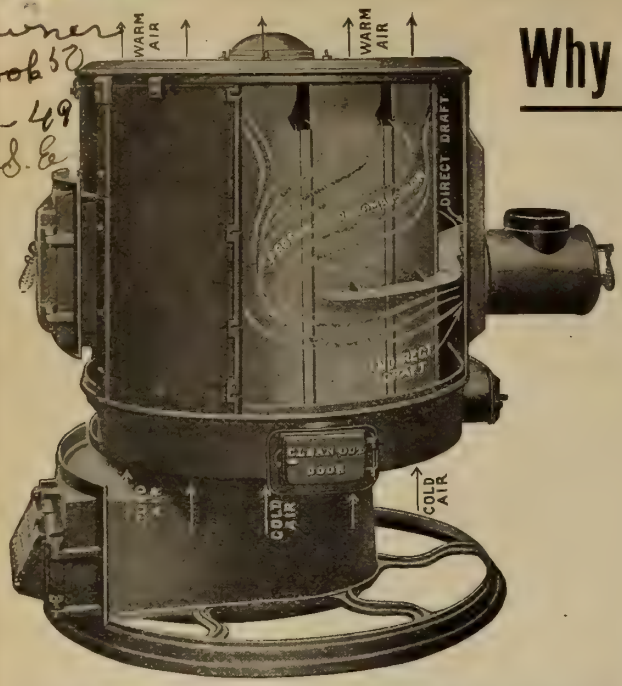
KNOWN ALL OVER AND OVER ALL IN QUALITY STRENGTH DURABILITY

MADE BY

UNITED BRASS MANUFACTURING CO.

CLEVELAND, O., U.S.A.

RETURNED
MAY 1906



The Improved **KELSEY** CORRUGATED WARM AIR **GENERATOR**
(PAT'D.)
Six Sizes—5,000 to 100,000 Cubic Feet.

Why Not Get Right up to the Front?

THE KELSEY AGENCY
PUTS YOU THERE

Always the BEST. **Now BETTER than Ever.**

NOTE PARTICULARLY

The New Sectional Cast Iron Inner Casing
The Several Smoke Outlets
The Long Down Draft and Fire Travel
The Cast Iron, Single Back Pipe
The Several Clean Out Doors
The Long, Hollow Cast Iron Sections

KELSEY CONSTRUCTION GIVES

3 Times as Great an Area of Heating Surfaces
3 Times as Much Warm Air Capacity

More than *30,000* Pleased Kelsey Users

☞ ***"Kelsey Experts"*** always pleased to lend dealers assistance in interesting intending purchasers and closing of contracts.

EXCLUSIVE KELSEY MAKERS FOR CANADA

THE JAMES SMART MFG. CO., Limited.

HEAD OFFICE and WORKS
BROCKVILLE, ONT.

Western Branch: WINNIPEG, MAN.



DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The Oshawa Steam and Gas Fittings Co. Limited

Stocked by all Leading Wholesale Houses.

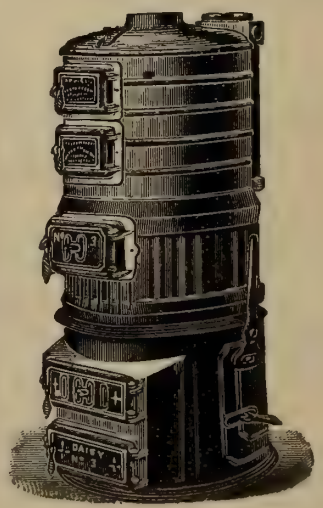
——— *SPECIALTIES* ———

Hot Air Furnaces. Cash Weights and Washers.
Fine Grey Iron Castings.

OSHAWA, - CANADA

IMPROVED

Daisy Hot Water Boilers



Simplest in Construction.

Economical, Efficient.

Sales exceed all others.

Every Boiler Guaranteed.

We also carry large stocks of Iron Pipe, Cast and Malleable Fittings, Brass Goods, etc., insuring prompt shipments.

Send us your rush orders and note results.

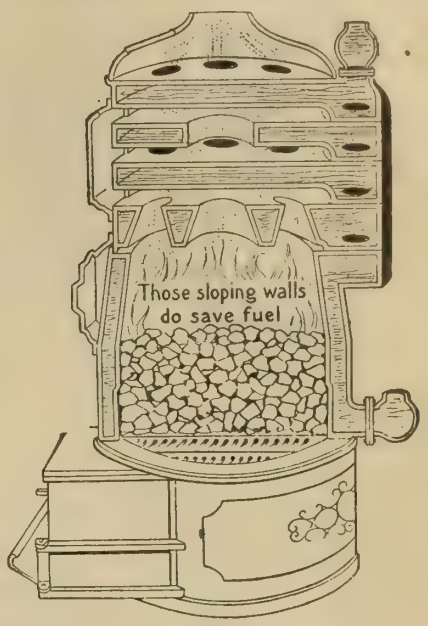
R. J. CLUFF & Co.

50 and 52 Lombard Street, Toronto.

ONTARIO AGENTS FOR
WARDEN KING & SON, MONTREAL

Sell the Boiler that almost sells itself—

It is a mighty important thing for you that the Oxford Hot Water Boiler has the sale-making power it does have. It's vital to know that the talking points of this boiler are not mere talking points, but exclusive, peculiar and different features which make you sure in your own mind that the boiler is absolutely the best value you can offer the man who buys one. If you do not know all about the B Series, you miss sales every day you do business. There are ten sizes in that series—and every size delivers the rating it is guaranteed to deliver. Why don't you ask us right now, to-day, what there is for you in this?



The Oxford System of Hot Water Heating

The Gurney Foundry Co., Limited

We also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Hot Water and Steam Boilers and Radiators, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta. 160

Phone No. Parkdale 1809

Post Office and Telegraph Address Swansea

The Dominion Sewer Pipe Co., Limited

Swansea, Toronto, Ont.

This is a good time to order your stock.



VITRIFIED SALT GLAZED

SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

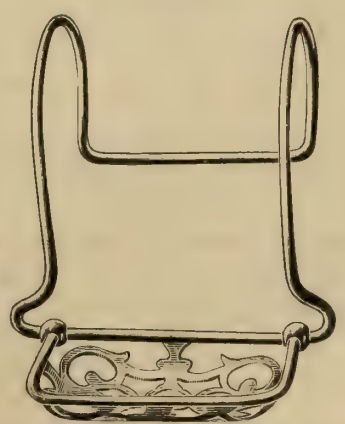
The Dominion Sewer Pipe Co., Limited

Works: Swansea, Toronto, Ont.

QUALITY TORONTO FINISH

A NEW SOAP DISH!

AT MEDIUM PRICE



No. 325 In our new Catalog "B 2"

THE CARRIAGE MOUNTINGS CO., Limited

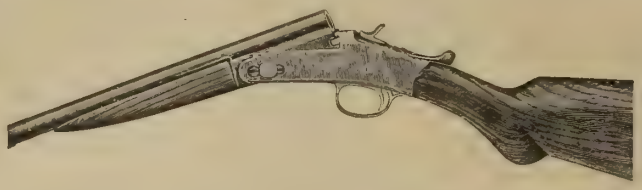
TORONTO

H. & R. SINGLE GUN MODEL 1905
NON-EJECTING

28 GAUGE
44 CALIBER

SMALL FRAME
LIGHT WEIGHT

A new gun throughout, on sporting lines; not a small bore gun on a large frame, nor a rifle bored smooth for shot.



Small frame and stock enable us to produce a very attractive and symmetrical light weight, small bore gun.

Sold by the leading jobbers. *Catalog on request.*

Harrington & Richardson Arms Co.,
Worcester, Mass., U.S.A.

ALSO MAKERS OF H. & R. REVOLVERS.

The Canadian Bronze Powder Works
R. E. THORNE & CO.

The only bronze powder works under the British flag.
High grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. *NO ORDER TOO LARGE.*

ARE YOU IN NEED OF

SPRINGS ?

We make them any shape

Send samples for prices

The WALLACE BARNES CO., BRISTOL, Conn.

NEW CATALOG JUST ISSUED.



A GOOD LINE

Beaver Post-Hole Digger

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break. Special discounts to the trade.

Canada Foundry Company, Limited

Head Office and Works, Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO



KERR'S GENUINE WEBER

GATE VALVES

have many imitations, but none equal the "real" article made by us. Be sure you get "Kerr's." Every valve made of the best red metal, and beautifully finished.

The KERR ENGINE CO.,
Manufacturers Limited
WALKERVILLE, ONT., CANADA

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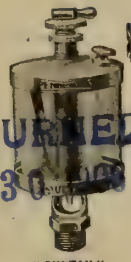
GENUINE



"SILEX" SELF-FEEDING GREASE CUP



"SANDUSKY" SIGHT FEED OILER



"SULTAN" FOR GAS ENGINE CYLINDERS



AUTOMATIC INJECTOR

BY TEST THE BEST



"SALUTE" FLUSHING OILER



POLISHED BRASS PLAIN ENGINE LUBRICATOR



SLIDE TOP GLASS OILER



SAFETY FOR CRANK PINS

REMEMBER

We manufacture everything in

Oil and Grease Cups

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MANUFACTURED BY



"SATURN" PLAIN COMPRESSION GREASE CUP

PENBERTHY INJECTOR CO., Limited, - WINDSOR, ONT.

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RETURNED SEP 12 1906



F BRAND

FILES and RASPS

All sizes in stock.
Every one guaranteed.

CUT QUICKER
LAST LONGER
COST LESS

Send sample order the next time you require any files.

THE CANADIAN FAIRBANKS CO. LIMITED

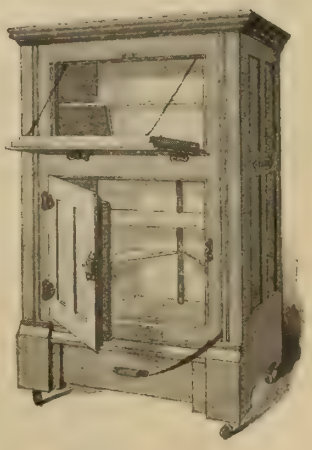
MONTREAL TORONTO WINNIPEG VANCOUVER

"VICTORIA"

Household Refrigerator

Is Our Standard.

Perfect Ventilation,
Carefully Insulated,
Superior Finish,



Trimmed with solid Brass Hinges and Locks.

Silver Medal : Quebec Exhibition.

Diplomas : Ottawa, Montreal and Toronto.

Write for Catalogue.

C. P. FABIEN

MANUFACTURER

MONTREAL

Branches at OTTAWA, WINNIPEG and WINDSOR, N.S.

QUALITY ALWAYS THE SAME

IF THERE WERE BETTER QUALITY GOODS THAN OUR

Wrapping Papers, Building Papers, Ready Roofing, Tarred Felts, Sheathing

THEY WOULD COME FROM *OUR FACTORY.* WE MAKE THE *BEST—ALWAYS.*

"JOLIETTE" and "CYCLONE" Brands of Sheathing

BRANDS THAT ARE VIEWED WITH ESPECIAL FAVOR

"BLACK DIAMOND"

TARRED FELT.

FULL PARTICULARS ON REQUEST

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

May 5, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire s to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$41 00 $42 00

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
I C, 14 x 20 "	8 00
I X, 14 x 20 base	9 50
Famou equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 75
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 75
X, 14 x 20 "	5 75
XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	2 43
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 75
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 30
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"I" " warranted		0 14
"O" "		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard	0 08	0 09
CrucibleSteel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard GenuineBabbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 45
No. 1 Monarch	0 30
"King" Anti-friction	0 20
Fleur-de-lis Anti-friction	0 15
No. 1 Thurber	0 12
Philadelphia	0 10
Canadian	0 07
Hardware Babbit No. 1	0 10
" " " 2	0 08
" " " 3	0 06½

Discount 20 to 30 per cent. according to size of order.

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	
14 gauge		2 55
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 70
22 to 24 gauge	3 70	3 75
26 "	3 95	4 00
28 "	4 20	4 25

Apollo.

10¾ oz. (American gauge)	4 20
28 gauge	3 90
26 "	3 65
24 "	3 40

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 45	....	3 40
22 to 24 gauge	3 60	3 85	3 65
26 "	3 90	4 10	3 90
28 "	4 15	4 35	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		7 00	10 00
" ¼ "			5 60
" 5-16 "			4 45
" ⅜ "			3 85
" 7-16 "			3 70
" ½ "			3 55
" 9-16 "			3 45
" ⅝ "			3 35
" ¾ "			3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c. [count 40 p.c.

Jack chain, brass, single and double, dis-

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots		20 50
Cut engths, round, ¼ to ⅝ in.		26 00
" round and square,		
Cut 1 to 2 inches	25 00	26 00

Sheet.

Plain, 16 oz,, 14x48 and 14x60		25 00
Plain, 14 oz		26 00
Tinned copper sheet		27 00
Planished		34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	7 25	7 50
Domestic " "	5 50	5 75

ZINC SHEET.

5-cwt. casks	7 50	7 75
Part casks	7 75	8 00

LEAD.

Imported Pig, per 100 lb	4 40	4 50
Bar, "		4 65
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Cookson's per lb	0 22	0 23

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra		1st quality	Special
4 and 4½ ft. 3 in. rolled rim		$19 65	17 65
5 feet	"	20 65	18 65
5½ "	"	22 15	20 15
6 "	"	24 90	22 90
Plate E II			
5 feet	2½ in. "	19 15	17 15
5½ "	2½ " "	20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c. 30 & 10 p.c.	
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	20 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E300.	65 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings— Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 09	¼ inch	2 92
⅜ "	2 09	⅜ "	2 92
½ "	2 42	½ "	3 27
¾ "	3 05	¾ "	4 20
1 "	4 37	1 "	6 30
1¼ "	5 96	1¼ "	8 21
1½ "	7 15	1½ "	9 86
2 "	9 54	2 "	13 14
2½ "	14 50	2½ "	21 80
3 "	19 00	3 "	28 60

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c

Cushion work. discount 50 and 10 p.c.

Fuller work, discount 70 p.c.

6 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves. discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I. B. B. M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 75 per cent.

No. 1 compression bath cock	net 1 75
No. 4 "	" 1 90
No. 7 Fuller's	" 2 35
No. 4½, "	" 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.

Patent Compression Cushion, bath cock, No. 2208 2 25

Square head brass cocks, discount 65 per cent

" " iron " 60 "

Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon net	25 00
" 35 " "	29 00
" 40 " "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20,00
82	21 00	24.00
100	29.00	34.00
120	34.00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.

and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND HOUSEHOLD SHEARS

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SOLDERING IRONS.

½-lb.	per lb.	0 37
2-lb. or over	"	0 34

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 22	0 23
Wiping	0 18	0 20

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	....	0 08
Chrome yellow	....	0 15
Golden ochre	....	0 08
French "	....	0 08
Marine black	....	0 04½
Chrome green	....	0 10
French permanent green	....	0 13
Signwriters' black	....	0 15

DRY WHITE LEAD.

Barrels	....	5 75
100-lb. pkgs	....	6 00

GROUND WHITE LEAD IN OIL. Per 100 lbs.

Pure	....	6 25
No. 1	....	5 90
No. 2	....	5 65
No. 3	....	5 30
No. 4	....	4 75
Munro's Select Flake White	....	6 50
Elephant and Decorators' Pure	....	6 30
Tiger brand, pure	....	5 75
Monarch	....	5 75
Essex Genuine	....	5 75
Brandram's B. B. Genuine	....	7 50
" Anchor," pure	....	6 00
Sterling Pure	....	5 75
Island City Pure	....	5 75
Ramsay's Pure Lead	....	5 75
Ramsay's Exterior	....	5 50
'Crown and Anchor," pure	....	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	....	$5 75
Genuine, 100 lb. kegs, "	....	6 00
No. 1, 560 lb. casks, per cwt	....	5 50
No. 1, 100 lb. kegs, per cwt	....	5 75

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 07
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 45
" " " ½ gal.	....	1 40
" " " gal.	....	1 35
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co.'s pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Island City House Paint	....	1 25
" Floor "	....	1 25
Martin-Senour Co.'s 100 p.c. pure, gal.	....	1 35
" " " " " ½ gal.	....	1 40
" " " " " ¼ gal.	....	1 45
Sterling House Paint	....	1 25
" Floor "	....	1 25
National	....	1 05
Jamieson's "Crown Anchor"	....	1 20
Senour's Floor Paints....gal.	....	1 20

PARIS GREEN.

600-lb. barrels	....	....
250-lb. kegs	....	....
50 and 100 lb. drums	....	....
25 lb. drums	....	....
1 lb. paper boxes	....	....
½ lb. tins	....	....
¼ lb. paper boxes	....	....
¼ lb. tins	....	....

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each	..	2 00
Granitine floor finish, per gal	....	2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish	....	2 00
Copaline, per gal. can	....	2 00
" Kyanize " Interior Finish	....	2 40
" Flint-Lac," coach	....	1 80
" Gold Medal," per gal., in cases	..	2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; 5 per cent. discount. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

	Wads. per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55 and 5
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, cone point	70 and 5
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German	per doz. 6 00	9 00
American	" 12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt	per ton 55 00
Heavy Straw Sheathing	per ton 35 00
Dry Surprise	0 42½
Dry Sheathing	per roll, 400 sq. ft. 0 35
Tar	" 400 " 0 45
Dry Fibre	" 400 " 0 55
Tarred Fibre	" 400 " 0 65
O. K. & I. X. L	" 400 " 0 70
Resin-sized	" 400 " 0 45
Oiled Sheathing	" 600 " 1 00
Oiled "	" 400 " 0 70
Root Coating, in barrels	per gal. 0 17
Roof " small packages	" 0 25
Refined Tar	per barrel 5 00
Coal Tar	" 4 00
Coal Tar, less than barrels	per gal. 0 15
Roofing Pitch	per 100 lb. 0 80 0 90
Slater's felt	per roll 0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50
"Surprise" White Sheathing	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American	per doz. 1 00	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33	per gross 7 50	8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

" Lafarge " (non-staining) cement in wood	3 40
" Lehigh " Portland cement, in wood	2 54
" Lehigh " Portland cement, in cotton sacks	2 39
" Lehigh " Portland cement, in paper sacks	2 31
Fire Brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt. 0 60	0 65
Red	0 05	0 06
Crayon	per gross 0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

Paterson's Wire Edged Ready Roofing
(RED STAR BRAND)

FIRST IN QUALITY
FIRST IN DURABILITY
FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing. Don't you want to know how you can easily secure their profitable orders?

The Paterson Mfg. Co., Limited
Toronto and Montreal.

CONDUCTOR PIPE.
Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

DRAW KNIVES.
Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.
Hand and Breast.
Millar's Falls, per doz., net list.

DRILL BITS.
Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.
Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.
White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 60 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.
Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	66⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Size United Inches.	Window. Star Per 100 ft.	Box Price. Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

For less than 100 feet of one size, pane at less 33⅓%. Terms 90 days net 2½ 30 days.

GAUGES.
Marking, Mortise, Etc.
Stanley's discount 50 to 55 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.
1-case, $3.70; 3-case, $3.60; 5-case and over $3.50.

HEAD HALTERS.

Jute Rope, ⅜-inch	per gross	9 00
" " ½ "	"	10 00
" " ⅝ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

HAMMERS.
Nail.
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.
Tack.
Magnetic ..... per doz. 1 10
Sledge.
Canadian ..... per lb. 0 07 0
Ball Pean.
English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
Store door	1 00	1 50

Fork.
C. & B., discount 40 per cent., revised list.
Hoe.
C. & B., discount 40 per cent., revised list.
Saw.

American	per doz	1 00 1 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.
Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.
Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.
Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.
Henderson & Potts' "Anchor Brand"

HAY KNIVES.
Net prices.

HINGES.
Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge— to 10 in	per 100 lb.	4 50
12 in. up	"	25
Spring, No. 20, per gro. pairs		10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.

HOES.
Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00 4 50

HOLLOW WARE
Tinned cast, 35 per cent

HOOKS.
Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought Iron.
Wrought hooks and staples Canadian discount 60 per cent.
Wire.
Hat and coat, discount 62½ per cent.

Belt	per 1,000	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.
'C' brand, 40, 10 and 7½ per cent. off list } Oval
M.R.M. Co. brand, 55 per cent. } head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.
F.O.B. Montreal

M.R.M. Co. brand, base	3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.
Discount 50 per cent.

KEYS.
Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock

American	per gross	0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

LAMP WICKS.
Discount, 60 per cent.

LADDERS, EXTENSION.
Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes		2 50

Woodyatt, ball b'ring, 12 to 20-in 5 60 to 7 45
Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.
Maxwell Ball Bearing—

11½ in. wheel, size 21, 23, 25	$10 00	14 00
10½ in. ball bearing 12 to 20.	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20 5 60
Galvanized	"	1 87 3 85
King, wood	"	2 75 2 90
King, glass	"	4 00 4 50
All glass	"	0 50 90

LOCKS.
Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Cabinet.
Eagle, discount 30 per cent.

Padlocks.

English and Am.	per doz.	0 50 6 00
Eagle, discount 20 to 25 per cent.		

MACHINE SCREWS.
Iron and Brass.
Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.
German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.
Discount 25 per cent.

NAILS.

	Cut.	Wire.
2d	3 70	3 15
3d	2 85	2 80
4 and 5d	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 10

F.o.b. Montreal. Toronto 10c. higher.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	

OAKUM.

U. S. Navy	per 100 lb.	6 75
Plumbers	"	3 00

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED.
Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen		6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 per cent

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PLANES.
Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.
2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
" man ..... " 0 60 0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz. 0 55 1 00
Axle ..... " 0 22 0 33
Screw ..... " 0 22 1 00
Awning ..... " 0 35 2 50

PUMPS.

Canadian cistern 1 40 2 0016
Canadian pitcher spout 1 80 3

PUNCHES.

Saddler s .. ..per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RAKES.

Wood..... per doz. net 1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 7o
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros " Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Kivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal	0 10½
Pure Manilla	0 15
"British" Manilla	0 11½
Cotton, 3-16 inch and larger 0 21	0 23
" 5-32 inch 0 25	0 27
" ⅛ inch 0 25	0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord. 48 feet.....per doz.	0 60
" " 60 feet..... "	0 75
" " 72 feet..... "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 75
" No. 50, nickle-plated, " 0 80
Common, plain..... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
"Eureka" tinned steel, hooks " 8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's...per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 Gu

SASH WEIGHTS.

Sectional.....per 100 lb. 2 00 2 25
Solid ..... " 1 50 1 75

SASH CORD.

Per lb..... .... 0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors,2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

SQUARES.

Iron, No. 492 .....per doz. 1 90 2 25
" No. 493 ..... " 2 40 2 55
" No. 494 ..... " 3 25 3 40
Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... ..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb.,per ton	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... " " 7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½ and 12
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz..... 3 00 15 00
Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.
German.....per doz. 4 75 5 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" 4-ply	0 29
Mattress .....per lb 33	0 45
Staging..... " 0 27	0 35

VISES.

Wright's.....	0 13½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " No. 2.....	5 50
Saw Vise.....	4 50 9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 15
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oilng, 10c.—in 25-lb. bundles,15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.0o to $3.05 —No. 9, $2.40 — No. 10, $3.10 to $3.10 —No. 11, $3.15 to $3.15 — No. 12, $2.55 —No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

G lvanized barb..... .... 2 60
Galvanized, plain twist 2 75
Galvanized barb, f.o.b. Cleveland, $2.42½ fo small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 50
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS.

Leader, 11 in.....per doz.	32 00
Royal Canadian,11 in. "	29 00
Royal American,11 in.	29 00

Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

When you buy Canadian-made goods you increase your own sales.

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We have a full assortment of all sizes from 1-8 in. to 6 in.

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Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Silberstein, A. L., New York.
Smith & Hemenway Co. New York.

Door Hangers.
Safety Door Hanger Co., Hamilton, Ont.
Wilcox Mfg. Co., London.

Electric Fixtures.
Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Emery Wheel Dresser Cutters.
Diamond Saw & Stamping Works, Buffalo

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

Financial Institutions
Bradstreet Co.
Holzman Bros., New York.

Firearms and Ammunition.
Dominion Cartridge Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.

Galvanizing.
Montreal Rolling Mills Co., Montreal.

Garden & Farm Implements.
Maple Leaf Harvest Tool Co., Tillsonburg.

Gas and Acetylene Lamps, Mantles, etc.
Auer Light Co., Montreal.
Continental Heat & Light Co., Montreal.

Glaziers' Diamonds.
Gibsone, J. B., Montreal, Que.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

Grain Measures.
Hannah, J. W., Greenbush, Ont.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

Hardware Specialties.
Erie Specialty Co., Erie, Pa.

Hollow Ware.
Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers.
Cluff, R. J., & Co., Toronto.
Gurney Foundry Co., Toronto.
Pease Foundry Co., Toronto.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.
Page-Hersey Iron and Tube Co., Guelph.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Ladders—Extension.
Berlin Woodenware Co., Berlin.
Waggoner Ladder Co., London.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Clipper Lawn Mower Co., Dixon, Ill.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs, Etc.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents and Brokers.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Ironside, Son & Co., London, Eng.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co., Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
Lewis, Rice & Son, Toronto.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co., Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Naturo Co., Salem, N.J.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Imperial Cement Co., Owen Sound.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Refrigerators.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shovels.
Peterboro Shovel & Tool Co, Peterboro.

Silverware.
Round, John, & Son, Sheffield, Eng.

Skates, Etc.
Canada Cycle & Motor Co., Toronto.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Stable Fixtures.
Greening, B., Wire Co., Hamilton, Ont.
Oneida Community Co., Niagara Falls.

Steel Rails.
Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Hobbs Hardware Co., London, Ont.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

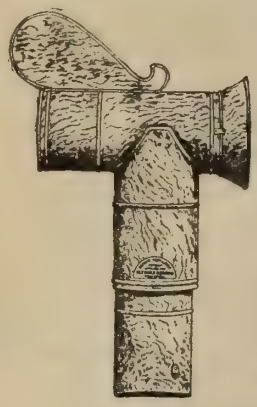
Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Ironsides, Son & Dyckerhoff, London, Eng
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Oneida Community, Niagara Falls.
Page Wire Fence Co., Walkerville, Ont.
Western Wire & Nail Co., London, Ont.
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Business Getters for Tinsmiths



Are there any defective chimneys in your locality?

Then it is your chance to get business.

THE

ZEPHYR Ventilator

saves the expense of building a high chimney.

It is so constructed as to guarantee a perfect draft, and, therefore, easy combustion.

By using the ZEPHYR, it is possible to burn soft coal with the best results.

The smoke is easily drawn off, enabling an even heat to be generated.

THE ZEPHYR IS STRONGLY PUT UP AND WILL RESIST ANY STORM.

This is what others think of it :

Montreal, February 20th, 1901.

Providence Mother House.

Messrs. Harris Co., Limited, Montreal.

Dear Sirs,—It is with pleasure that I can say your "Aeolian" Ventilator is the best Ventilator we have used on our establishments so far. We have eight (8) of the large sizes put up on our Mother House and on the Hospice Gamelin and they give us entire satisfaction.

Yours respectfully, SISTER MADELEINE, Dep.

We manufacture and guarantee :

The Harris Filter
The Aeolian Ventilator,
The Zephyr Ventilator,
Expansion Conductor Pipe.

The J. W. HARRIS COMPANY, Limited

Successors to LESSARD & HARRIS

Contractors ***MONTREAL***

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.

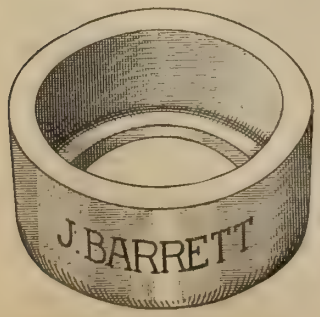


Wrought Steel One-Piece Screens

For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches.

Hart & Cooley Co.

New Britain, Conn., U.S.A.



HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00	per 100
3-in.	"	$7.00	" 100
3½-in.	"	$8.00	" 100
4-in.	"	$9.00	" 100

Complete list on request

Expert Bookkeeping

Investigating and auditing of all classes of accounts undertaken. Trading, profit and loss and balance sheets prepared. Set of books opened and office system devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

378 Bannatyne Avenue, - WINNIPEG

ROBERTSON'S



MONARCH No. 1

A RELIABLE BABBIT

manufactured by a reliable firm. Contains a large percentage of

Tin, Antimony, Copper

with sufficient lead to act as a lubricant requiring the minimum of oil.

It Keeps Bearings Cool

Stands heavy pressure and high speed.

Price, 30cts. per lb.

TRY IT

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

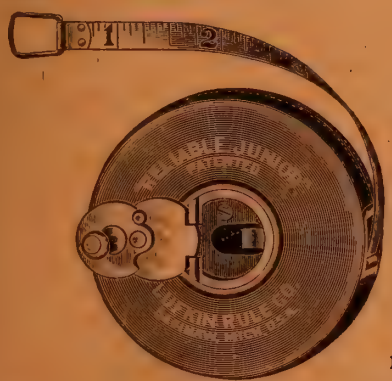
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

H.O.M. Brand

British Manufactured

CASTOR OIL

GUARANTEED ABSOLUTELY PURE

Pharmaceutical
First Pressure
Second Pressure

IN BARRELS AND CASES

We can quote lowest prices for immediate delivery from stock or to import in quantities.

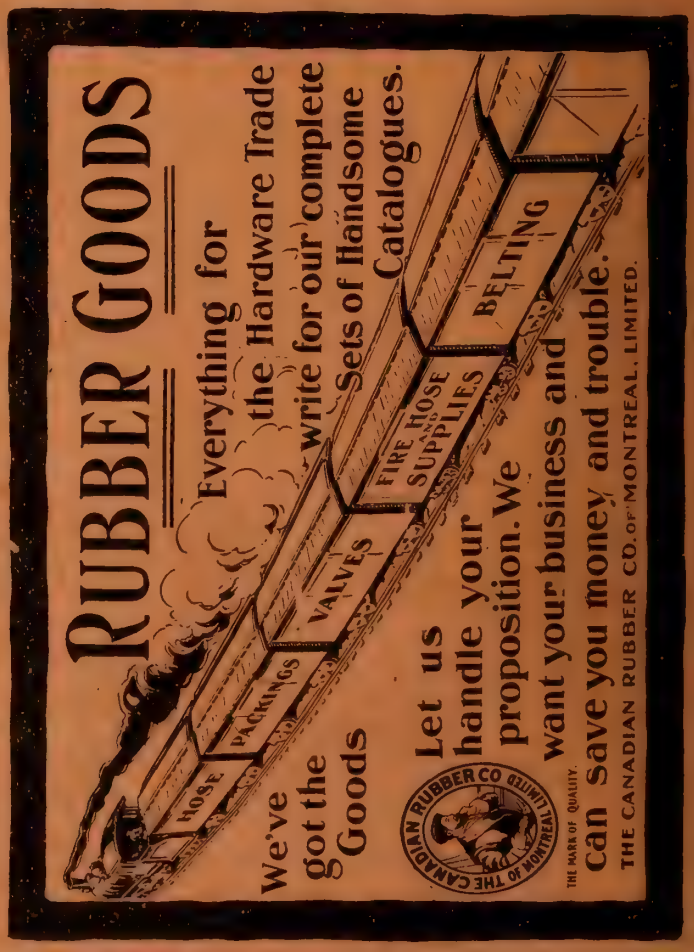
B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

DOMINION OF CANADA SALES AGENTS

United States Steel Products Export Company,
Sheet Steel and Tinplate Department, NEW YORK.



Retail Hardware and Stove Dealers' Association of Ontario Convention, May 15 and 16.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, MAY 12, 1906 NO. 19.

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS

For Sale by leading Wholesale Hardware Houses.

BEST STEEL SHEETS

"QUEEN'S HEAD"—softest and flattest made
"SOUTHERN CROSS" — Dead flat, quality guaranteed

Also, good merchant quality open and close annealed.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

Keep Your Hand on Quality

The moment shoddy-material Mowers get into your store, that moment reliable trade goes out.

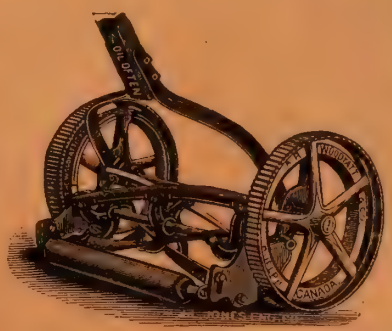
It doesn't pay to trifle with quality. That is the reason the majority of jobbers prefer to sell our

LAWN MOWERS

They know that when a machine with our name on is sold, such machine is guaranteed to give satisfaction. And, what is more, they know from experience that the guarantee is always true.

Your trade is your asset. Show the customers that you guard their interests by recommending our Mowers.

We have issued a beautiful Catalogue. Tell us to send you one.



THE "WOODYATT."

TAYLOR-FORBES COMPANY, LIMITED

The Largest Manufacturers of Hardware in Canada.

TORONTO: 1088 King St. West

Head Office and Works: GUELPH, ONT.

MONTREAL: 122 Craig Street.

See Classified List of Advertisements on Page 71.

LAWN GOODS

RETURNED MAY 15 1906

AND

HOSE

H O S E



STANDARD
HOSE NOZZLE



HOSE in coils of 50 feet, ½, ¾ and 1 inch diameter.

H O S E



FAIRY
HOSE NOZZLE



KEYSTONE LAWN SPRINKLER



HOSE REELS



MONITOR
3-ARM LAWN SPRINKLER

WRITE FOR PRICES

RICE LEWIS & SON

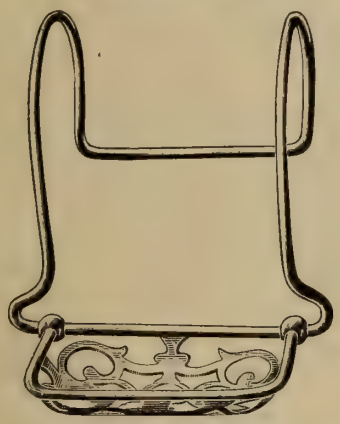
LIMITED

TORONTO.

QUALITY CMC TORONTO FINISH

A NEW SOAP DISH!

AT MEDIUM PRICE



No. 325 in our new Catalog "B2"

THE CARRIAGE MOUNTINGS CO., Limited
TORONTO

GET OUR PRICES ON

REVOLVERS

Harrington & Richardson. Iver Johnson
Sizes 22—32—38 Calibre

Hammerless

Never out of style. Always up to date.
The best is what you want.

THOS. BIRKETT & SON CO., LIMITED
OTTAWA, ONT.

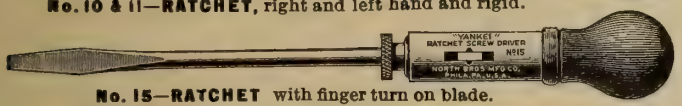
Other Tools are very Good Tools, but "YANKEE TOOLS" ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



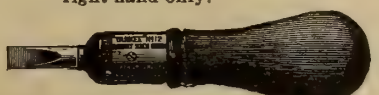
No. 15—RATCHET with finger turn on blade.



No. 30—SPIRAL RATCHET -right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade.



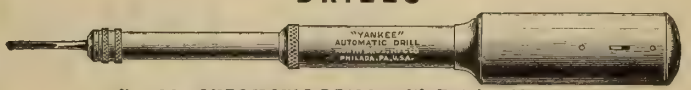
No. 60—POCKET SCREW DRIVER.



Countersink, for spiral ratchet screw driver.



DRILLS



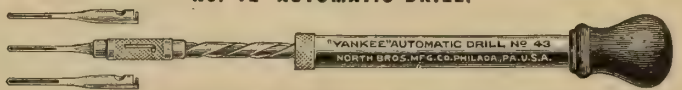
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.
PHILADELPHIA, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From Manilla, Sisal, Italian, Russian, Jute

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

Careful Execution **SPECIAL ORDERS** Prompt Shipment

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng

Established 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

RETURNED
MAY 12 1906



"COVERTITE" FLINT COATED READY-TO-LAY ROOFING

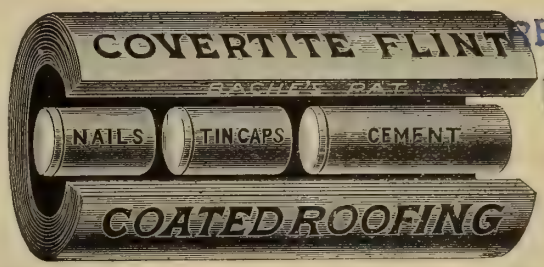
USED ALL OVER THE WORLD

We can fill any sized order, from one to one thousand rolls– promptly.

Do your customers ask for "good goods," or is it some thing at a low price that you have a trade for? If the former we recommend to you, our ***"Covertite Flint Coated Roofing."***

There is a large demand for a better roof, one that does not require painting when applied; one that will wear for years with little attention and one that appears well.

We have investigated the proposition thoroughly and found that we could import and improve roofing (one that is being sucessfully used in all parts of the world) at a price that enables us to sell it in competition with the cheap tar roof.



Roll split open, showing Nails, Caps and Cement packed in core.

The base of ***The Covertite Flint Coated Roofing*** is a wool felt, every thread and fibre of which is saturated with a special waterproofing and preserving compound. The fabric is then covered on both sides with a coating of rubbery gum, made from the heavy part of palm and cocoanut oils, and is then compressed into a compact sheet. It is put up in rolls, 36 inches wide, containing 108 square feet—enough material to cover 100 square feet (or 1 sq.), allowing two inches for lapping at the joints.

In the core of each roll is packed a can of liquid cement for the laps, and caps and nails for applying the roofing. The rolls are wrapped in heavy manilla paper and the ends are sealed with a disc of the roofing and heavy muslin which assures delivery in perfect condition, and are clean and nice to handle.

The only tools required to apply the roofing are a knife, hammer and small brush.

"Covertite" Flint Coated Roofing is water, acid, gas and rat proof. It is suitable for all kinds of buildings, is easily put on, and is not expensive.

If you had a stock you couldn't help but sell it. Write for samples and prices, and let us know how many rolls you are prepared to buy—we may have a good proposition to submit to you

RETURNED
MAY 12 1906



We can supply you with one, two or three ply.

Write for Prices

LEWIS BROS., Ltd., MONTREAL

OTTAWA
TORONTO
VANCOUVER
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Have You Ever Tried the "CUTWELL" Razor

Mannufactured by the celebrated firm of J. A. HENCKELS, Twinworks, Solingen, Germany? It is to-day the leader in the Canadian market. Your stock is not complete without it.



Always ready for use. Every razor guaranteed. With ordinary care will keep an edge for years without honing.

For Sale by all Leading Wholesale Houses. **F. W. LAMPLOUGH & CO., MONTREAL**

IMPLEMENT MANUFACTURERS!

Do you use ***SPRINGS?***

Do you wish good ***VALVES?***

Then send your specifications to

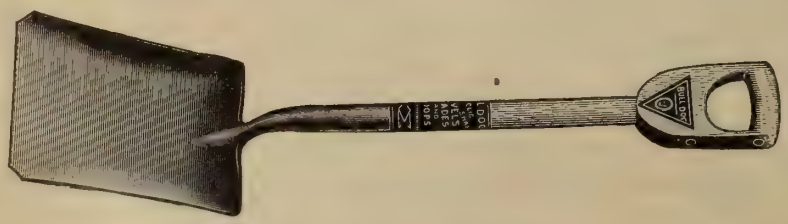
J. A. HENDERSON, **Board of Trade Building,** **MONTREAL**

ALL KINDS OF WIRE AND SPRINGS

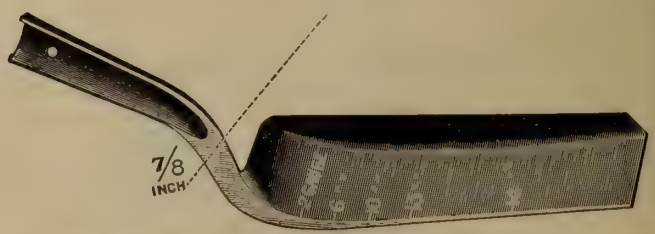
POINTS WORTH NOTING

Some qualities of the **BULLDOG** **Shovels and Spades**

One piece shovel, forged from the bar, without weld or rivet, having solid neck and thick centre line on the blade, tempered in oil, straight chucked handle can be replaced when broken.



Notice solid shank



Sectional view of finished one piece "Bulldog" shovel showing gauge of steel or thickness at different points.

CANADIAN SHOVEL and TOOL CO., Limited

HAMILTON, - CANADA

WRITE FOR CATALOGUE

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

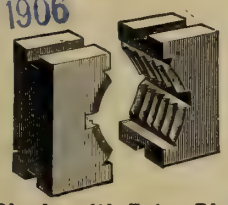
Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

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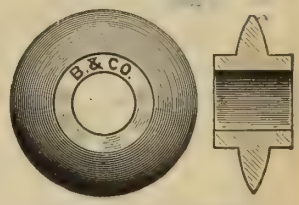
STOCK AND DIES, Etc.



Blacksmith Extra Dies



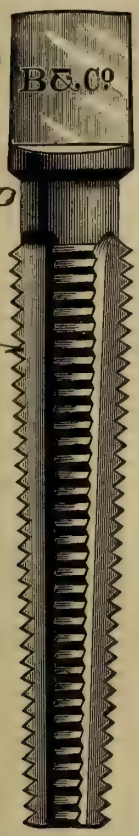
Adjustable Tap and Reamer Wrench



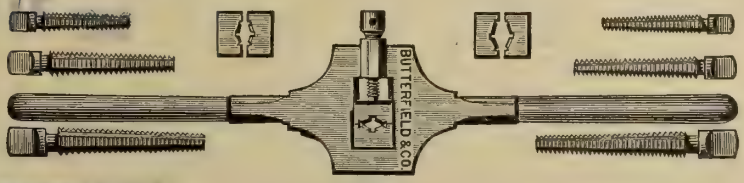
Pipe Cutting Wheels



Screw Stock and Dies



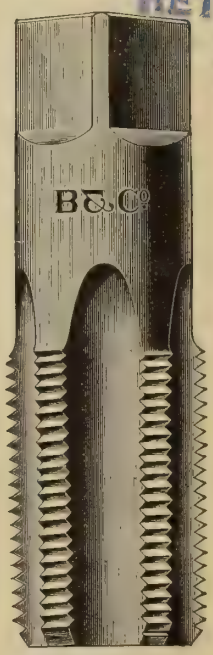
Blacksmith Taper Taps



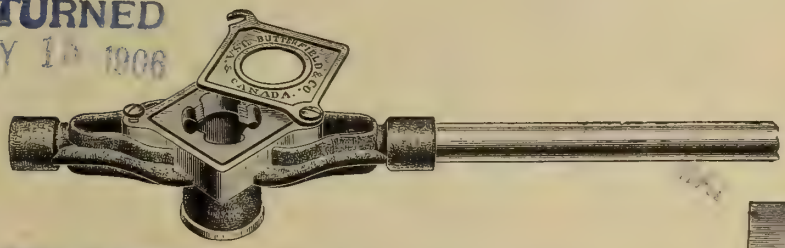
Blacksmith Stock and Dies



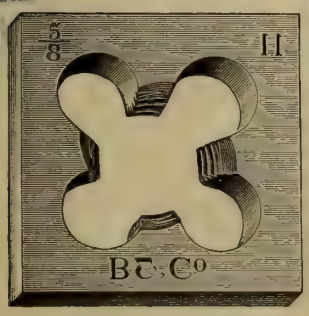
Blacksmith Stock and Dies



Pipe Taps



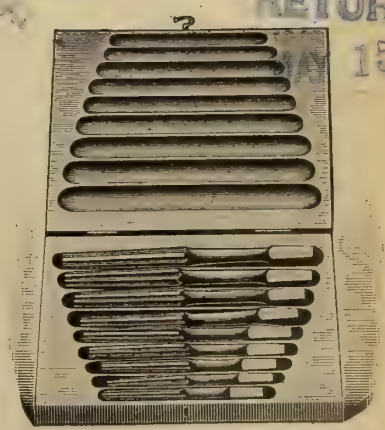
Pipe Stock and Dies



Solid Pipe Die



Reece's New Screw Plate



Taper Reamer for Bit Braces

For fuller description see our Catalogue

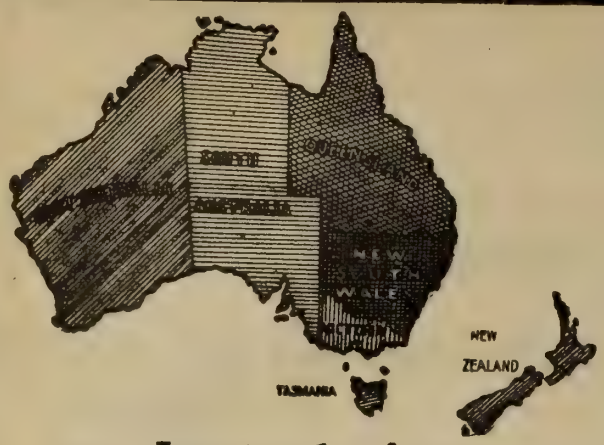
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We Ship Promptly

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Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

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is the favorite with **Fruit Pickers, Tinsmiths,** etc., because it has greater strength and is more serviceable than ordinary ladders.

It will pay you to write us about this Ladder.



BERLIN WOODENWARE CO.
BERLIN, ONT.

Manufacturers of Ladders for all kinds of use. Lawn Settees, Supporters, Etc.

WESTERN Branch: Winnipeg, Manitoba. Messrs. BALLENTINE & CO.
Eastern Agencies: PHILIPS & SMITH, Montreal. H. L. & J. T. McGOWN, St. John, N.B. CROWELL BROS. Halifax, N.S.

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a better interest on capital invested than any other method of advertising.

An essential requisite of sign advertising is the putting up of a sign in keeping with your store and business.

We are sign specialists, and as the largest makers of signs in Canada, can quote you proper prices.

Our folder, WHY SIGNS PAY, is free to all sending for it.

THE MARTEL-STEWART CO. LIMITED
MONTREAL, CANADA

Is it worth

twenty-five or fifty cents to get information from all parts of Canada ?

It makes no difference what you want to know. If the question can be answered by Hardwaremen, Plumbers, Stove and Tinware Dealers, Clerks or Manufacturers.

Insert a Condensed Ad. in Hardware and Metal and you will get replies at once.

The information may be worth twenty-five or fifty dollars to you.

Rates: 2c. per word for first insertion; 1c. per word for subsequent issues.

Write our nearest office.

HARDWARE & METAL

MONTREAL TORONTO WINNIPEG

THE STERLING POWER HACK SAW

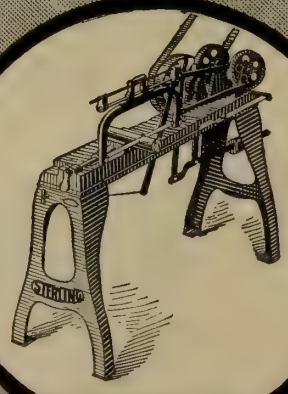
COMBINES SYMMETRY OF CONSTRUCTION WITH GREATER POWER "IT'S STERLING VALUE".

GEAR DRIVEN.

GRAVITY FEED.

TIGHT AND LOOSE PULLEY.

AUTO-MATIC SHUT OFF.

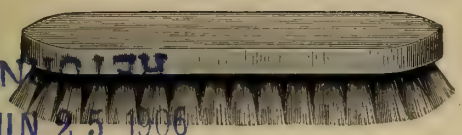


ITS IMPROVEMENTS MAKE IT A GREAT STEP IN ADVANCE OF ANY OTHER POWER HACK SAW. BE CONVINCED - GET OUR CIRCULAR.

DIAMOND SAW & STAMPING WORKS
BUFFALO, N.Y., U.S.A.

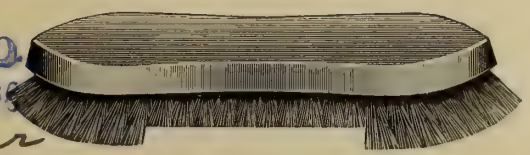
We rely on low prices and quality to win trade—our fair treatment to retain it.

Warranted Solid Back Scrub Brushes



No. 40.—9 x 2½ inches

RETURNED
JUN 25 1906

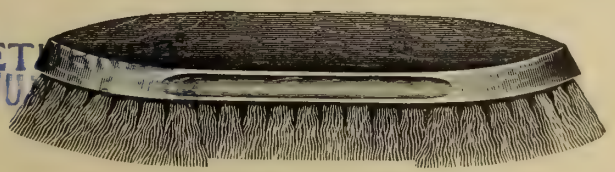


No. 44.—2⅛ x 10⅛ inches

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JUN 25 1906
To Amur
our Book 5-1
page 98

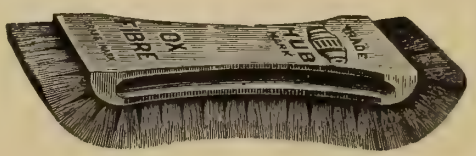
House cleaning time again. Here is the Best Selling line of Brushes on the market.

POPULAR GOODS AT POPULAR PRICES WILL DRAW TRADE TO THE POOREST LOCATION.



No. 4A.—11 x 2⅞ inches

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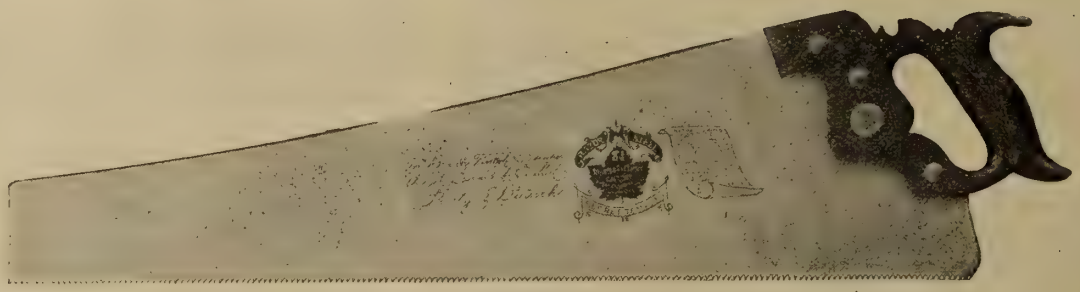
Hub. 10 x 2¾ inches

Add a new Department every few months, the bigger your line the more you will sell.

THE HOBBS HARDWARE CO., LIMITED

LONDON **TORONTO**

Canada Leads the World in the Manufacture of HIGH-CLASS SAWS



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

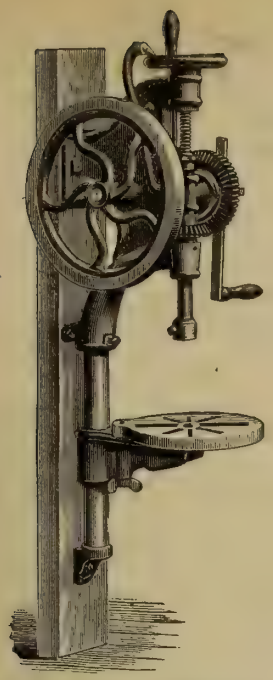
If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

WE CARRY A FULL LINE OF

TOOLS FOR BLACKSMITHS

FOR EVERY PURPOSE



UPRIGHT DRILLS

No. 1	—Weight	80	lbs.
" 1½	"	55	"
" 2	"	100	"
" 3	"	140	"



EASY BOLT CLIPPERS

No. 0	—Cuts up	to	5/16-in.
" 1	"	"	3/8-in.
" 2	"	"	1/2-in.
" 3	"	"	5/8-in.

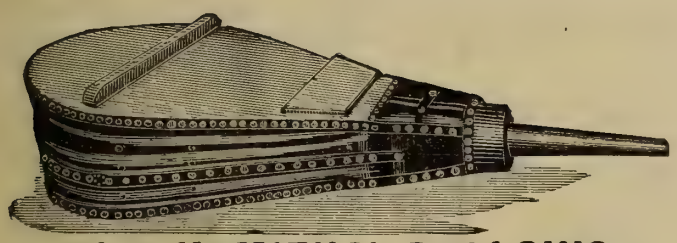


REECE'S NEW SCREW PLATES

have adjustable Dies, of proper temper. We supply them with a small Stock for the small size Dies, and a Tap Wrench.

No. "CC"—Cuts 1/4 to 3/4-in., complete with taps.

No. "EE"—Cuts 1/4 to 1-in., complete with taps.



BLACKSMITHS' BELLOWS

AND

PORTABLE FORGES

ALL SIZES



TAPS ALL KINDS

The Best Flux known for Welding

IRON to IRON

Cherry Heat Welding

TRADE MARK

REGISTERED AUG 22 1905

COMPOUND

STEEL to STEEL

And MALLEABLE Iron to Steel.

In 5-lb. boxes.

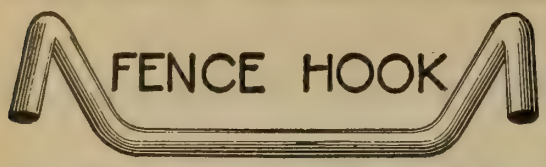
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HONEST GOODS. **RIGHT PRICES.**

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MONTREAL AND WINNIPEG.

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

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TRADE MARK

This design a guarantee of quality.

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For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

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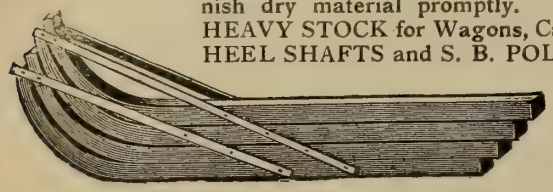
SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of HUBS, SPOKES and BENT GOODS

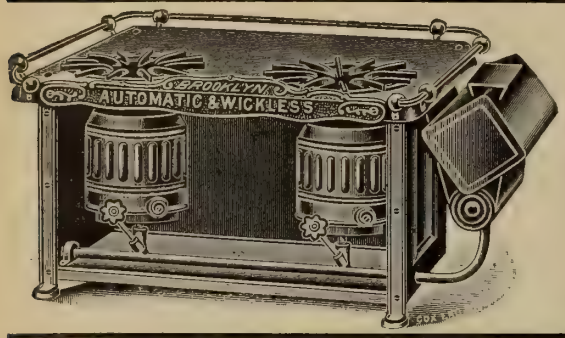
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We use strictly first-class material, and good wormanship.

Send for prices for your requirements.

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Blue Flame Wickless Oil Cook Stoves.

TWO or THREE BURNERS

Prices and booklet, showing full line of these goods, on application.

We handle Oil Stove Ovens at all prices.

E. T. WRIGHT & CO.

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A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF IT'S KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

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ORLANDO VICKERY

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SELLING:

STOVES, FURNACES, HOT WATER BOILERS, RADIATORS AND ALL HEATING GOODS.

ENAMELED BATHS, LAVATORIES, SINKS, CLOSETS, BRASS GOODS AND ALL PLUMBERS' SUPPLIES.

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As Agents for

Iron Fencing,
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Window Guards,
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London, Ont.

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen

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Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.



Will Hold up a Shelf!

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For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

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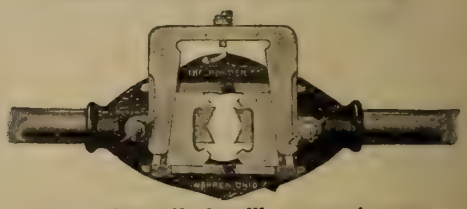
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People who want secure, sanitary homes cannot be talked out of getting

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But you must have the ceiling in stock if you want to talk business.

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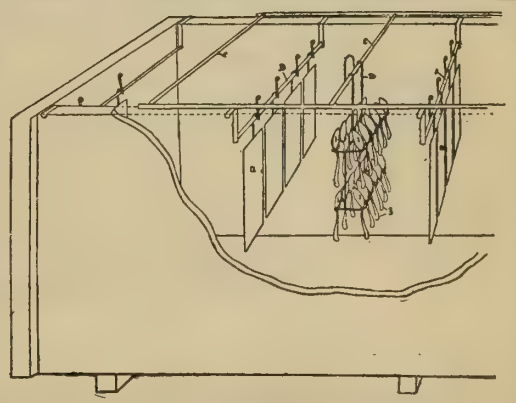
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WHY ? Because more Silver is deposited upon the wearing parts.

This sketch illustrates a Plating Vat, and explains how we deposit silver on the wearing parts. D. represents rack loaded with spoons suspended from rod C. A. represents silver; 2 and 3 the backs of spoons, where the most wear comes. The backs being nearest the silver receive the deposit of plate faster than other parts, this insuring a heavier plate than the same grade of goods in the usual methods by other manufacturers.

Goods plated by this patent process give you 20 per cent. more wear.

In buying Silverware insist on it being stamped **"Toronto Silver Plate Co."** as the name guarantees the quality.





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E. G. GOODERHAM, Managing Director

B. A. GRAUTOFF & CO.

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Import and Export.

Old established house with highest connections in Great Britain and on the Continent of Europe.

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Buy the Best.





A GOOD LINE

Beaver Post-Hole Digger

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break. Special discounts to the trade.

Canada Foundry Company, Limited

Head Office and Works, Toronto, Ont.

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Star Brand Cotton Rope

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For Sale by all Wholesale Dealers.

The Canadian Bronze Powder Works

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The only bronze powder works under the British flag.

High grade bronze powders and bronze liquids.

Can fill all orders at short notice.

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WORKS AT VALLEYFIELD. *NO ORDER TOO LARGE.*

There's No Kick Coming

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THE HAMILTON RIFLE

be it **Model No. 23, No. 15** or **No. 19.** For their respective purposes these rifles are the best obtainable. Not only that. **They are the cheapest rifles obtainable.**

The reason we can offer these rifles at such marvellously low prices is that we have patents exclusively our own and a process of manufacture that is saving, simple and sure.

Every **Hamilton Rifle** is guaranteed which fact speaks for itself.

Get a supply of these rifles from your Jobber.

Sell **Model No. 15** at **$2.00; No. 19** at **$2.50** and **No. 23** at **$3.50.**

The Hamilton Rifle Co.

DEPT. 71. **PLYMOUTH, Mich.**

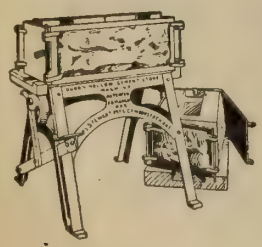
JAMES HUTTON & Co.

Manufacturers' Agents

MONTREAL

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INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine

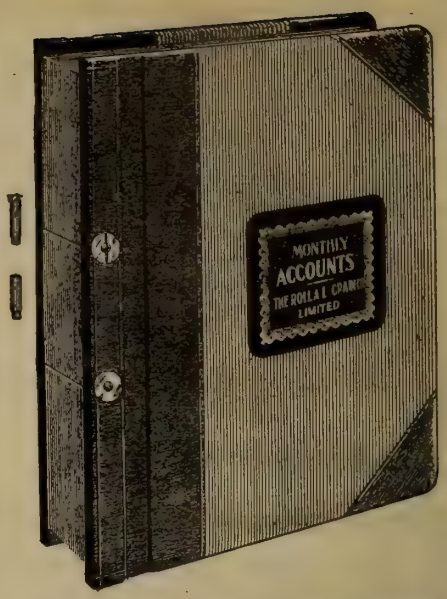


TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.



AIDS TO CONTENTMENT

How often you hear the retail merchant say he would be perfectly contented in business if it were not for the credit system! Did it ever occur to you that you can to a large degree eliminate the credit business by having a simple method of rendering accounts? The

Crain Monthly Account System

is recognized as one of the greatest agencies to this end. By the use of carbon paper the same writing makes your day-book entry and charges the items direct to the customer's bill. It is simple, accurate and time saving.

Then render yhur accounts monthly and you will be surprised at the results. It is the nearest approach to a cash business.

Write us for information.

The Rolla L. Crain Co., Limited

OTTAWA, Canada.

BRANCHES AND AGENCIES

TORONTO OFFICE—18 Toronto St
MONTREAL OFFICE—74 Alliance Building, 107 St. James St.
WINNIPEG OFFICE—Sylvester-Wilson Bldg.
ST. JOHN, N B.—Schofield Bros.
VANCOUVER, B.C.—White & Bl don



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

Telegraphs—"Rounds Montreal."
Code—A.B.C., 4th Ed.
Tel.—Main 1678.

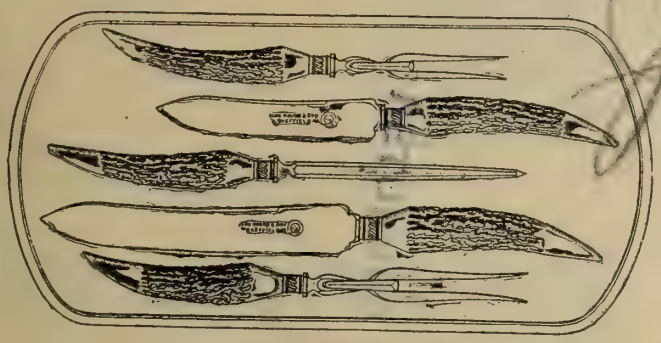
Contractors to H. M. Admiralty and War Office.

REGISTERED TRADE MARKS

ESTABLISHED 1847

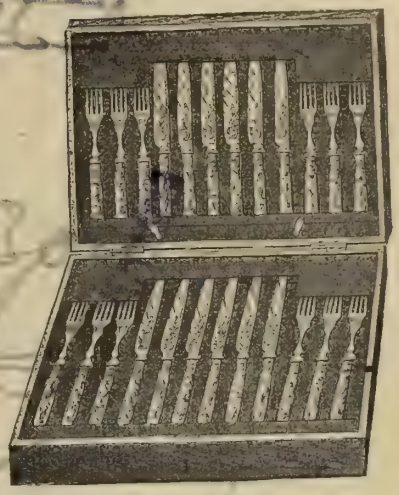
ROUND'S CELEBRATED STEEL CUTLERY

Our manufactures have a world-wide reputation of over 50 years standing.
The name "ROUND" is an unquestioned guarantee of QUALITY.
Write us for quotations. You will find our prices right.



28414. CARVING SET

CATALOGUE SENT ON REQUEST

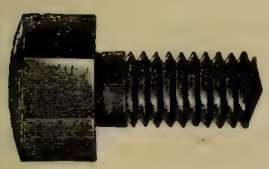


28910. 12 PAIRS DESSERT KNIVES AND FORKS
Pearl Handles. Quartered Oak Case.

JOHN ROUND & SON, LIMITED

CUTLERS AND SILVERSMITHS

CORISTINE BUILDING — MONTREAL — FACTORIES: SHEFFIELD, ENG.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited
Manufacturers of
Set and Cap Screws, Special Milled Work, Engine Studs
Cold Punched Nuts of every variety of finish.
INGERSOLL, ONT.

WORK AND PRICES RIGHT
GALVANIZING
ONT. WIND ENGINE & PUMP CO. LIMITED.
TORONTO, ONT.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.
NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Complete Line TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.

Latest Catalogue will be sent in exchange for your business card.

Henry T. Seymour Shear Company
WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

MAPLE LEAF
STITCHED COTTON DUCK
BELTING
DOMINION BELTING CO. LTD.
HAMILTON CANADA

"BRANTFORD ASPHALT"
"BRANTFORD RUBBER"
ROOFINGS

Make a Satisfactory Job

No tar, no pitch, no paper used in them, but pure Asphaltum and Wool Felt.

WRITE FOR SAMPLES, PRICES AND INFORMATION.

REGISTERED TRADE "B" BRANTFORD ROOFING CO. LIMITED MARK

BRANTFORD, CANADA

TURNING NIGHT INTO DAY

is not fiction but a practical reality

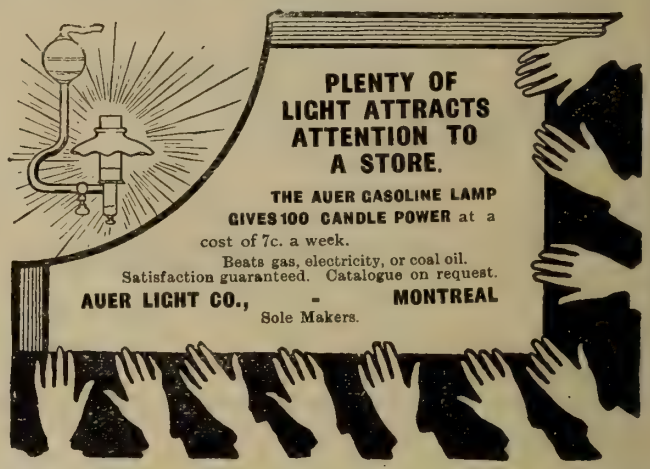
ACETYLENE DOES IT

The most diffusive, whitest, cheapest and safest lighting for Stores, Factories and Workshops.

Detailed Information sent on Request by

THE CONTINENTAL HEAT & LIGHT CO.

MONTREAL



PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.

THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.

Beats gas, electricity, or coal oil.

Satisfaction guaranteed. Catalogue on request.

AUER LIGHT CO., - MONTREAL

Sole Makers.



Gardening, Post-hole, Ditching and Draining Spades; all made with the **Socket Strap.**

Quality and Finish the best possible.

Illustrated Catalogue on Application

You can rely on a Tool bearing a

"PETERBORO"
"LUNDY"
"IRWIN" or
"HILL" labe

All Goods Fully Warranted.

The Peterborough Shovel and Tool Co., Limited

PETERBOROUGH, - ONTARIO

HANSON'S



DRY COLD AIR PRINCIPLE

Makers of the Best Refrigerators

PRICES MODERATE

Write for a catalogue; it will not cost you a cent, and may be the means of doubling your Refrigerator sales.

Our cheapest goods have all Brass Trimmings. No Elm used in the construction of our goods. The cheapest made in ash and the better class in oak, lined with Galvanized Iron or vitrified enamel, insulated with mineral wool, automatic refrigerator traps.

J. H. HANSON, 422 and 424 St. Paul St.

MONTREAL

Davidson's Cereal Steam Cooker and Vegetable Boiler



Stew Pan with Enamel Cover



Wire Egg and Vegetable Boiler



White Cereal Dish

A Really Fine Cooking Utensil

No Heat Wasted by Radiation. Inside Dish not Exposed to the Air, as it is Entirely Surrounded by Steam.

Comprises Four Practical Cooking Utensils.

BUILT TO LAST

Is in Great Demand and Sells at Sight
Send for Circular and Prices

Sizes and Description :

No. 13.—One No. 5 Stew Pan ; One Wire Vegetable or Egg Boiler ; 1 3-qt. Cereal Dish.

No. 15.—One No. 5 Stew Pan ; One Wire Vegetable or Egg Boiler ; 1 5-qt. Cereal Dish.

No. 35.—One No. 5 Stew Pan ; One Wire Vegetable or Egg Boiler ; the Cereal Dishes, one each 3 and 5-quart.

Made in "Premier" and "Colonial" Enamelled Steel Ware

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG



WHEELBARROWS

All Kinds

Railroad, Dock, Concrete Work, Farm and Garden Barrows

SEND US YOUR ENQUIRIES FOR

Drilling Machines
Forges
Trucks, for all purposes
Washing Machines
Butter Workers and Shipping Boxes
Blacksmith Machine Tools
Wagon Skeins

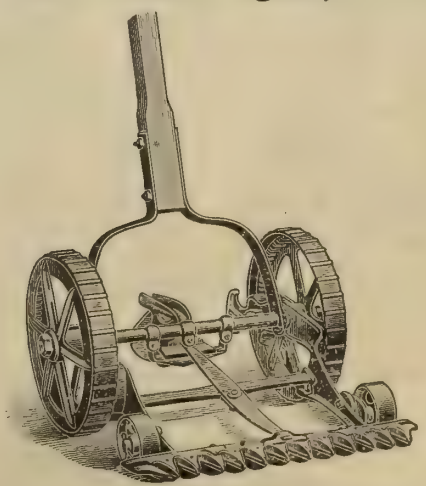
THE LONDON FOUNDRY CO., Limited

LONDON, CANADA.

Clipper Lawn Mower Co.

DIXON, ILL.

Manufacturers of Hand and Pony Mowers, Also Marine Gasoline Engines, 2 to 8 H.P.



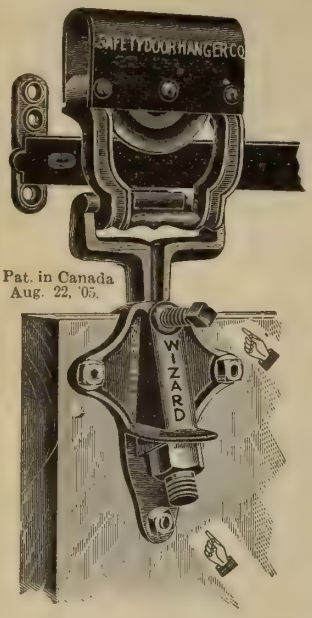
THE MOWER

That will Kill all the Weeds in your lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear.

THE CLIPPER WILL DO IT.

No. 1—12 in. Mower - - - -	$4 50
" 2—15 " " - - - -	5 00
" 3—18 " " - - - -	5 50
" 4—21 " " - - - -	6 00
Pony, 24 " " - - - -	13 50

Please send Draft or Money Order and we will ship the day the order arrives.



Pat. in Canada Aug. 22, '05.

NOTHING LIKE IT
THE
WIZARD ADJUSTABLE HINGE HANGER

has no rivals because it is the only Adjustable Hinge Hanger you can get.

It is not necessary for a door to bind or drag when it is equipped with this hanger and it can be fitted as close to the building as desired—an especially valuable feature in winter time.

The Wizard is more serviceable than other hangers and indefinitely more valuable.

It is finished nicer than any other hanger on the market and each pair is packed complete with bolts.

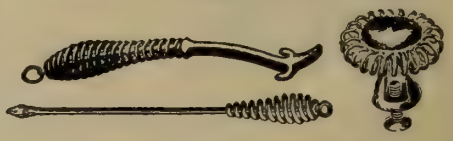
Hardwaremen are making money selling this hanger. **Why not You?**

MADE IN CANADA BY

Safety Door Hanger Co.
HAMILTON, - ONTARIO

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.

TRADE WITH ENGLAND

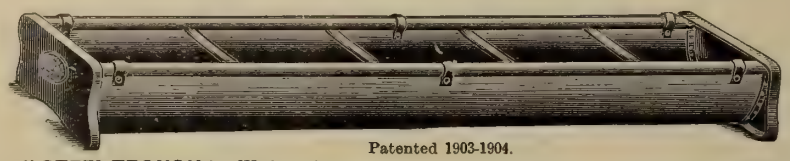
Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80).
Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

PRICES REDUCED



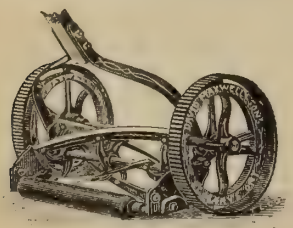
Patented 1903-1904.

"TWEED" STEEL TROUGHS. We have improved our Steel Hog Troughs. Make better, finish better, and have cut our prices away down. Get our free catalogue and new prices, you will want them.
The Steel Trough & Machine Co., Limited, - - - Tweed, Ontario.

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

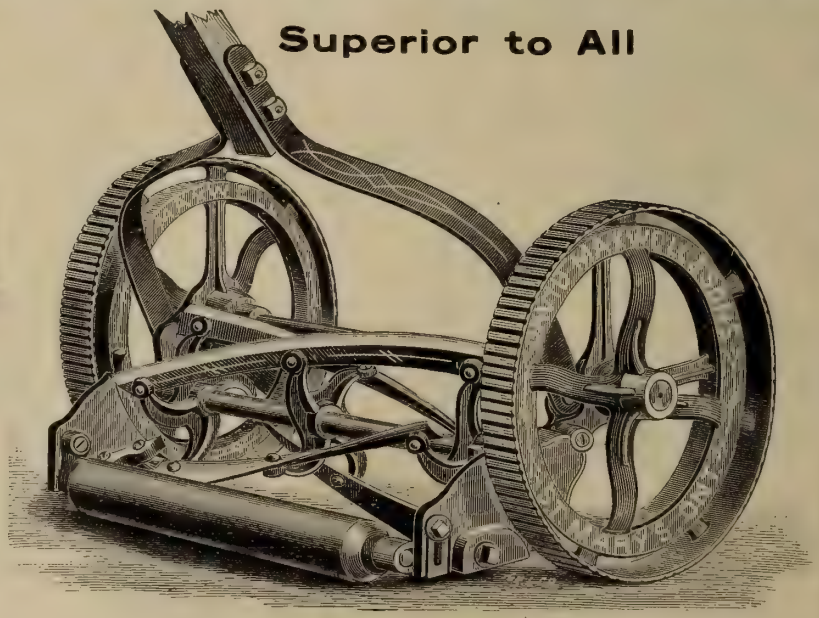
MAXWELL LAWN MOWERS

Maxwell High Wheel



10½ inch. 4 knives; from 12 to 20 inch; made with ordinary or patent BALL BEARINGS.

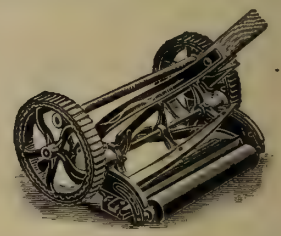
Superior to All



MAXWELL "GIANT" LAWN MOWER

11½ in wheel. Specially suited for BOWLING GREENS and LARGE LAWNS. Patent Maxwell Ball Bearing. 5 knives.
Made only in 21, 23 and 25 in. sizes.

Maxwell Low Wheel



8 inch. 3 or 4 knives; made from 12 to 18 inch. Quality and weight considered, no other cheap mower approaches it for value.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality
WRITE US DIRECT

If your jobber is not offering *Maxwell Machines* do not accept inferior quality
WRITE US DIRECT

DAVID MAXWELL & SONS, ST. MARYS, Ontario, Canada



Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

The Banwell Hoxie Wire Fence Company, Ltd.
Dept. J, Hamilton, Ont.



KEEP THIS FACT IN MIND

Wire Fencing is of no value to your store unless it sells consistently. That is all you stock it for.

To sell consistently, wire fencing must have a consistent record. There's where the

Dillon Hinge-Stay Field Fence

scores a bull's-eye. It has never "gone back." It has never "missed anything" worthy to be considered an improvement. Its makers have never deviated from the principle, "To the owner belongs the fence, not the repair shop."

Once you sell the "Dillon" you make customers for hardware necessities.

We have a Booklet fully describing "the best-of-all wire fencing." Send for copy.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by {**Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.

HOLZMAN BROTHERS

BANKERS

11 Pine St., NEW YORK

Offer exceptional financial facilities to Manufacturers, Importers and Exporters to increase the volume of their business on the security of their accounts receivable.

Arrange to establish and maintain the credit of Selling Agents.

Act as custodians and guarantors for foreign and domestic shippers.

Accounts receivable guaranteed and financed.

Selling **SOLARINE** results in **more business.**

If you want trade! If you want results! Sell

SOLARINE

Solarine customers come back and buy. They tell others, too.

Pleases the user. Pays the dealer. I am pleased to answer all inquiries.

H. F. FALKINER, 58-60 George Street, Toronto

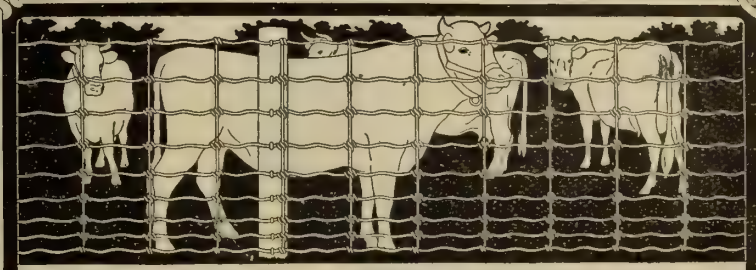
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.
Emlyn Engineering Works NEWPORT, MON., ENGLAND

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.



Why You Should Sell
THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

McGREGOR-BANWELL FENCE CO., Limited, Dept O, WALKERVILLE, ONTARIO.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.



Pink's Lumbering Tools

MADE IN CANADA

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Round Bill Peavys, Handled in Split Maple

Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants. I can furnish you with the

Brazil Patent Snow Plough and Road Maker; also The DesJardin Patent Log Sleighs

Send for Catalogue and Price List

THOMAS PINK, Pembroke, Ont., Canada.

Long Distance Phono No. 87



Buy Dominion Ammunition

The jobber makes more profit.
The retailer makes more profit.
The consumer saves money.

Canada is wealthier by just the amount of your purchases.

OUR QUALITY THE BEST.

DOMINION CARTRIDGE COMPANY LTD.

MONTREAL

Manufacturers of

Rifle and Pistol Cartridges of all kinds, Shot Shells, Primers, Etc.

When ordering ammunition through your jobber specify "Dominion"

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Cut Book 54
Page 44



Keep Your Eye on The Martin-Senour Paint

No wonder he smiles! He knows where his profits come from, and he knows the labels on those cans won't have time to grow dull because they won't stay in his window very long.

He's dealt in The Martin-Senour Paint before.

He's one who has learned the secret of a prosperous trade. There are many others like him but there is

Room for More

We would like to furnish you with some facts and figures showing what you can do in the same line. We can put you in touch with the same kind of a paying proposition and give you some very attractive inducements in the Paint line. What do you say? Let us have your name and address—it will only cost you a postage stamp to learn what we can do for you.

THE MARTIN-SENOUR CO., Limited

142-144 Inspector St., Montreal
2514-2522 Quarry St., Chicago (Est. 1878)

THE WINNIPEG PAINT & VARNISH CO., Ltd.
Winnipeg

THE MARITIME PAINT & VARNISH CO., Ltd.
Halifax, N. S.

HARDWARE SPECIALTIES

WOODENWARE

WOOD HANDLES OF ALL DESCRIPTIONS

Get Wise!



First Buyer: I buy Mops that look like the ***"BEST"*** and are a few cents cheaper.

Second Buyer: My dear boy, get wise! What's a few cents? When people want the best they are willing to pay the price for it.

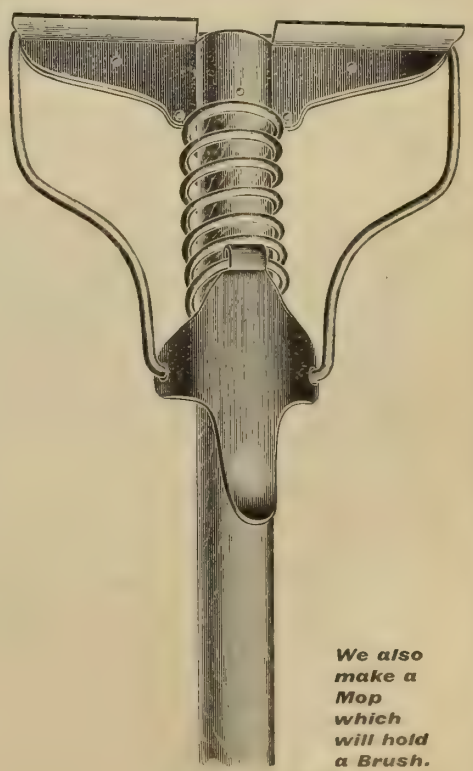
I've handled the ***"BEST"*** for years, it's a fine profit-maker, people ask for it, and it's the most satisfactory line. No imitation for mine!

THEY ARE SOLD BY THE LEADING JOBBERS EVERYWHERE

Made by

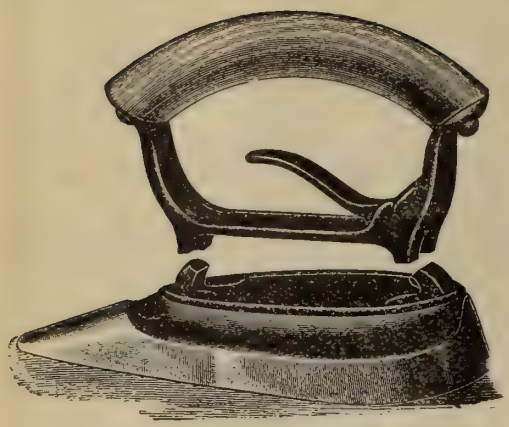
THE CUMMING M'F'G. CO., LIMITED

RENFREW, ONT.



We also make a Mop which will hold a Brush.

THE "BEST" MOP.



Wilcox Sad Irons

are the best
Irons to handle because
they give
satisfaction.

In Sets or Singly



WILCOX MFG. CO. OF ONTARIO, Limited, London, Can

Cable Address: "BUXTON" A. B. C. Code, 5th edition | Telephone Main 5043 | Farley Works: SHEFFIELD, ENG.

George Phillips & Co., Limited

Manufacturers an : Importers of

SILVERWARE, CUT GLASS, CUTLERY, ETC.

Packard Building, MONTREAL

CLIFFORD B. DIXON,
Canadian Manager

Write for Catalogue

Established 1795.

JOHN SHAW & SONS

Wolverhampton, Limited

Branches at
London,
Calcutta,
Melbourne,
Valparaiso, Havana,
Transvaal Colony, Etc.,
British Columbia.

GENERAL HARDWARE AND METAL MERCHANTS

COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

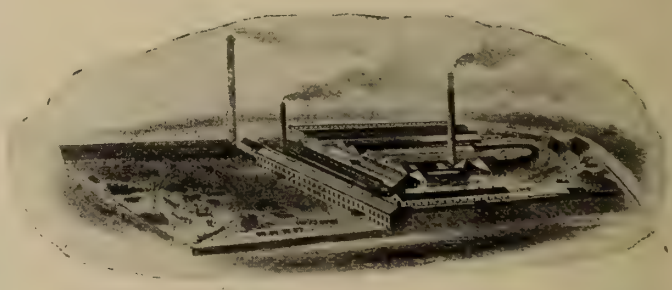
J. H. ROPER, Representative, - 82 St. Francois Xavier St., MONTREAL

John Summers & Sons, Limited

Hawarden Bridge Works, Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



DEAD FLAT SHEETS, **Black or Galvanized.**

BEST and CHEAPEST **for all kinds of work.**

We are the largest makers and give you the

MAXIMUM QUALITY AT MINIMUM PRICES

Agent: F. Hankin, Montreal

"Efficiency" Is Always The Word

House, store, factory warehouse, etc., are made lighter by the use of

MAXIMUM LIGHT GLASS



We are able to show herewith a modern city warehouse with "Maximum Light Glass" in basement windows.

An enterprising dealer talked the manufacturer into the belief that "Maximum Light Glass" would reduce his lighting bill and when the glass did ***reduce it*** the dealer got another order and some first-class "introductions."

Are you keeping your eye on this business? Let us send you samples and prices.

SOLE CANADIAN AGENTS

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS

WIRE GUARDS

FOR

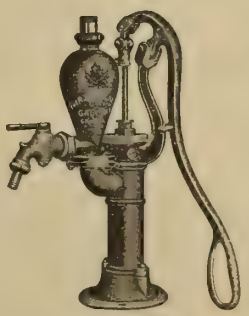
Factory and Mill Windows,
School and Church Windows,
Store and Basement Windows
and for all Public Buildings.

The B. GREENING WIRE CO.

Limited

Hamilton, Ont. **Montreal, Que.**

McDOUGAL PUMPS ARE STANDARD PUMPS



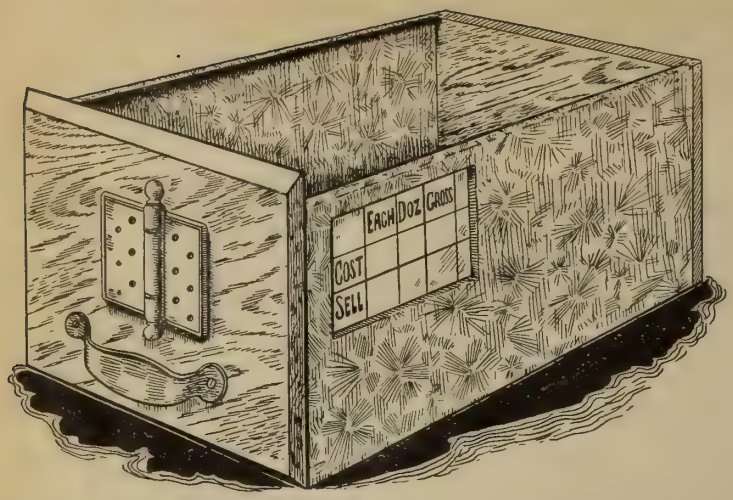
We are going to make the above expression known over the whole civilized portion of this good old world and incidentally educate a few heathen tribes into the bargain. We will do this by "Delivering the Goods" and nothing better in the Pump way is procurable anywhere. We have them for all duties and the price is in your favor.

Quality first, however.

THE

R. McDOUGAL CO., Ltd.

GALT, CANADA



The Bennett Metal Shelf Box Has

1. ***METAL SIDES*** This saves at least 20 per cent. shelf room ; makes a stronger box and is cheaper than wood.
2. ***OAK FRONT*** Hard oil finish, and bevelled, the goods are displayed on the front of the box and in this way the sales are increased.
3. ***LIP . . . .*** Note the lip on the front of the box, this lip fits tight against the shelving and keeps out the dust.
4. ***PRICE CARD*** This card is inserted in a depression and never becomes soiled.

Write for Illustrated Folder and Price List.

CAMERON & CAMPBELL, Toronto, Sole Manufacturers for Canada

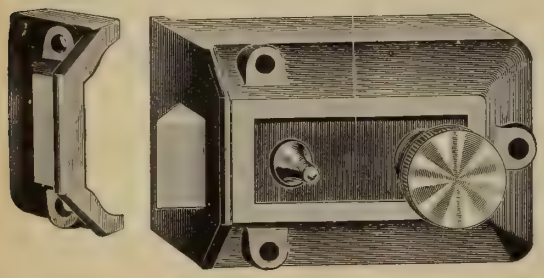
The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.





Cylinder Night Latch, No. 103.

DIAMOND ENAMELED WARE

EVERY PIECE GUARANTEED

The product of *Canadian enterprise* and *Canadian workmen*



Our travellers are now showing samples

KEMP MANUFACTURING CO., TORONTO, ONT.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave., Winnipeg, Man.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

HARDWARE CONVENTION NEXT WEEK

No Live Hardware or Stove Retailer can Afford to Miss the Gathering

"Of course I'll join the association. Here's my $2 fee," said a prominent Western Ontario hardwareman who called on Hardware and Metal this week. "I'll willingly give $50 if the organizer can visit out town and induce my only competitor to join the association and work along association lines. I cannot do it myself, but an outsider might be able to get us together and end the foolish price-cutting being indulged in." The speaker added that he was a member of the Retail Merchants' Association, but he wanted to see a distinctly Retail Hardware Association organized.

In this his position was in agreement with many dealers in St. Thomas and other Western Ontario towns and cities, many of whom, speaking to Organizer Hodson, said that while they would probably continue as members of the Retail Merchants, they wanted to see the Hardware and Stove Association remain entirely separate from the Retail Merchants' Association, which was chiefly a grocers' or druggists' organization.

A Steady Growth.

There is nothing phenomenal to report in the increase in membership this week—just a steady growth from different parts of the province. Wherever the organizer has gone he has enrolled the leading men in the trade, and already in several good sized towns and cities practically the entire trade have become members of the association. With a few fullv organized towns to commence with the Ontario association is given a good standing, and the work can be pushed more aggressively after the convention.

A slow steady growth is much more satisfactory than if members tumbled over each other to join the association. As was pointed out at the Good Friday convention, every organization that has ever lived and won a name for itself was started by a few men who meant business, and the organization grew gradually. A mushroom growth is always followed by a lack of interest and rapid disorganization.

Last week about 50 members were reported as being enrolled in between 30 and 40 towns and cities. The end of the present week will see over 80 enrolled in about 60 different localities. Some of the towns not reported last week, which are now represented on the membership roll, are Dashwood, Florence, Goderich, London, Merlin, Markham, Niagara Falls, Newmarket, Orono, Rodney, Ridgetown, St. Thomas, St. Catharines, Tilbury, Thorold, Watford and West Lorne.

More will be on hand at the convention and sign the membership roll at that time, and 100 is certainly a conservative estimate of the number that will be enrolled before the convention closes its sessions next Wednesday afternoon. With over 100 members, the new officers of the association, whoever they may be, will have a sufficient moral force behind them to bring about many changes of great financial value to the membership.

Some Members Help Materially.

One hardwareman who sent in his membership this week wrote: "I include my firm's subscription, and hope to forward you those of the two other hardware merchants of this place." Another wrote stating that one of his competitors had failed to receive a membership blank, and asked that one be forwarded so that he could have an opportunity to sign. This is the kind of work necessary to make the organization a success. While the officers are doing all they can, they cannot be expected to do it all—the local merchants must do their part. That they can do so is well illustrated in the address delivered by a delegate to one of the association meetings in the States, and reproduced in this issue. City and country associations should be organized to complete the work of the provincial organization.

That the trade is already benefiting by the organization of the association is certain. Organizer Hodson reports that in one town not far from Windsor he found the hardware merchants selling nails at $2.20 all round. He got them together and arranged the price at $2.50, and both dealers joined the association. In other places he has done equally good work, and the results of his trip are bound to result in fostering a more fraternal spirit amongst the hardware merchants.

Wholesale and Retail Prices.

Reports of price cutting are general, five-inch nails being sold for as low as $1.95 in Toronto, with $2.05 for three-inch. With a base price of $2.15 quoted by the jobbers, it will be seen that the houses making the cut are going after the builders' hardware trade, using nails as the bait. And if reports are true the fish are biting very well, and the ordinary retailer who fishes for business in the same waters as these price-cutters gets very poor strings of fish, and is forced to go hungry. This condition is responsible for a large number of retailers going out of builders' hardware almost entirely, taking up housefurnishing lines instead.

Another instance where the ordinary retailer gets the worst of it is instanced by the story of an Ontario hardwareman, who wanted to put in a tender for corporation supplies. In order to be certain about his figures he went to the wholesale department of a house doing both a jobbing and retail trade. He was quoted the association price on the lines required, but what was his surprise when he learned the result of the tenders—the contract going to the retail branch of the jobbing house's business at prices less than quoted by the wholesale department.

Evils such as these can be discussed in association meetings and reasonable men can be shown that price cutting is harmful to all. Unorganized, conditions must continue to grow from bad to worse, but if any remedy is at all possible it can only be secured through organized effort.

Convention Dates.

Several members who have enrolled have pointed out that the date set for this convention was a trifle too early, and that more would have been able to attend had the date been set for the middle of June instead of the middle of May. Others say they would be equally as busy next month as now. In any case the date set at the convention must be adhered to, as there is not time available to announce a change to the trade.

From many standpoints, however, a later date would have been more satisfactory, as the work of organization is now only nicely under way, and had the executive and organizer another month to work they would be able to report fully 200 members as being enrolled.

From the number who have promised to attend the convention, however, it is assured that there will be representative and business-like gathering, and the opportunity presented the retail trade to get better acquainted with the jobbers at the complimentary dinner being tendered the retail association by Hardware and Metal should induce many to attend and get better acquainted with those with whom they do business.

Seldom has there been such a splendid opportunity for Ontario hardware

CONVENTION AND BANQUET

In the rush of getting out the invitations for the Complimentary Dinner to be tendered by the staff of Hardware and Metal to the Retail Hardware and Stove Dealers' Association of Ontario at the King Edward Hotel, Toronto, next Tuesday evening (May 15) at 6.30 p.m., some mistakes may have occurred and some dealers overlooked.

To avoid any misunderstanding let it be clearly understood that every member of the Association and every retail hardware or stove dealer in Ontario who is a subscriber to Hardware and Metal is cordially invited to be our guest on this occasion.

All who intend being present are requested to forward their reply to the invitation at once so that the proper seating accommodation can be arranged for.

and stove dealers to spend such a profitable and enjoyable couple of days, and it should be fully taken advantage of by every merchant who has the interest of the trade to heart. Let there be a rousing gathering in Toronto next Tuesday and Wednesday, so that the entire trade can look back to these days as marking an epoch in the history of the hardware and stove business in Ontario. Western and Northern Ontario are certain to be well represented. Will Eastern Ontario take hold, or will the trade in the east have to wait until an organizer calls upon them to point out the advantages of working together.

Details Being Arranged.

Particulars of the special rates available on the railways have already been given. As it is certain that over fifty will attend the convention delegates will pay single fare to Toronto and return for one-third fare by the same route. But delegates must ask their local ticket agent for a certificate. Without the certificate full return fare will be charged.

The arrangements provide for delegates leaving their homes three days prior to the convention, and returning three days after it closes (Sundays not counted). Tickets can, therefore, be procured on May 11 or 12, and return not later than May 19.

The Rossin House, Toronto, quotes a special rate to delegates of $2 per day, while good rooms can be procured at the Imperial (King and York streets), and other near by hotels, for $1 per day. The convention will be held at St. George's Hall, Elm street, just west of Yonge and midway between Queen and College streets. Winchester, Yonge and College and Yonge electric cars pass within a stone's throw of the hall.

BENEFITS OF LOCAL ASSOCIATIONS.

At the last convention of the Retail Hardware and Stove Dealers' Association of Wisconsin, Emil Teitgen delivered the following interesting address :

The benefits of local associations are numerous and important both from a social and economical point of view. We all agree that our state association is beneficial to every hardware merchant in this state, whether he is a member thereof and contributes to its support or not. I contend that the benefits of local associations far exceed those of the state association, but the local association is conducted on narrower lines and benefits its members only.

I believe that every county and community in the state should and can have its local hardware association. Many of you will say : "This is impossible in my town. My competitors are too mean to associate with and they will not be trustworthy in any agreement." This is a mistake. Others who have tried it can tell you in their town where competition was as fierce as anywhere and their competitors the meanest in the land—cutting prices on staples until profits were eradicated, doing everything in their power to hurt the other's business and character, buying a few stoves of the lines handled by the other stores and marking them down to cost, etc., associations have been formed and maintained for years to the substantial benefit of every member thereof.

Gentlemen, what are we in business for ? We invest our money, take chances, work, scheme, speculate and exert every faculty for what ? The profit ! This profit and compensation for our efforts can best be attained through local organization. It may be difficult in some places to get together, no one wishing to take the initiative, and it may require an outsider to start the association, but after it is started each member will soon find that his competitor is not nearly as mean a fellow as he thought and before many meetings these old enemies will become friends, working in harmony and correcting many abuses. "In union is strength."

Protection Against Dead Beats.

The easiest way to get together is to form an association for protection against poor accounts. Every community has its quota of dead beats and it is a fact that in some towns one or more of these fellows owes every hardware store—made possible only by fierce competition. Almost every business man is willing to join an association for this protection. The public who will learn that you have a hardware association should be informed that it is for protection against poor accounts, thus enabling you to compete with the cash store, and there will be no prejudice.

After the association is formed each member should make out a list of his poor and dead accounts, and at the meeting have them all alphabetically arranged in a book for each member. Keep this book handy and when Mr. Poor Pay asks for credit tell him : "Mr. P., you owe the Smith Hardware Company $2.50, you owe John Hues $4, and you owe Jones & Brown $5 and we can give you no credit until these bills are paid." Mr. P. Will become indignant and tell you he has unlimited credit at the store across the street, that he nor his friends will ever buy another dollar's worth at your store from you, etc.

At the next place he will be pulled up the same way and Mr. P. will soon realize that he can no longer work the old game and he will become somebody's cash customer. Always make it a point to tell him whom he owes and how much. The poorest pay dislikes to have anybody know who he owes and he will make an effort to get rid of these hardware bills.

Meet Regularly.

This book should be kept up, striking off such names as have paid and adding new ones. These new ones you will find are usually new comers in town and these could be avoided with many local associations in existence. Meetings should be held once a month at a regular time to keep the members interested and in line.

With this start the benefits of local organization will grow in other directions. Arrangements will soon be made for early closing hours, saving fuel and light and an hour each day to spend with your family, without seriously inconveniencing anybody. In my town we close at 6.30 every day in the year except Saturday, and have done it for nine years.

Another point of advantage is to have each member carry a distinct line of such goods as stoves, refrigerators, lawn mowers, garden hose, hay carriers, cutlery, granite ware, etc., thus removing competition on these lines and insuring larger profits and enabling you to handle a better grade of goods.

Co-operative Buying.

You will find it convenient to buy such goods as linseed oil, white lead, wheelbarrows, rope, binder twine, building paper, fencing, etc., together in car lots, thus getting carload prices and freight rates, though each may use but a small quantity, enabling you to make a larger profit on these goods which are usually sold on a close margin.

The members would and should help out one another when short of an article at an agreed advance above cost, enabling him to supply a customer at a profit with a somewhat smaller stock and often a saving in telephone and express charges, and in case a member has an overstock of anything, the others should buy from him rather than send to the jobber, thus again reducing stock.

The annoying problem of contractors' bonds could be solved by all members signing an agreement not to sign bonds of any kind and particularly contractors' bonds and informing the contractor of such agreement, thus getting rid of a very disagreeable responsibility.

Mail Order Competition.

A good live association could manage to get the names of the people that are getting goods from catalogue houses, look them over at the meeting and if you find any of them owing any member of the association, have such member write this party to pay up and make it clear to him that he cannot send his money away while he is owing the local merchant. If people knew that they jeopardized their credit at home by buying outside and that the home merchant

CONVENTION ORDER OF BUSINESS.

1—9 a.m. Enrolling of delegates and Executive Committee meeting.

2—10 a.m. Convention called to order.

3—Address of welcome by Mayor of Toronto.

4—President's address.

5—Secretary's and Organizer's reports.

6—Report of Executive Committee.

7—Appointment of Committees on By-Laws and Constitution, Finance, Resolutions, Legislation, Trade Grievances and Mutual Insurance.

8—Adjournment for lunch.

9—Reassemble at 2 p.m. Go into executive session to discuss trade grievances and hear addresses on subjects of interest to hardware and stove dealers by representative hardware and stove merchants from various parts of the province.

10—Adjourn at 4 or 5 p.m. to allow members of committees to prepare their reports.

11—6.30 p.m. Banquet at King Edward Hotel, tendered by HARDWARE AND METAL.

12—Wednesday, 10 a.m. Receive reports of committees.

13—Discuss the recommendation of the By-Law and Constitution Committee regarding affiliation with the Retail Merchants' Association.

14—Election of permanent officers and discussion re date of next convention.

15—Adjournment for lunch. Reassemble 2 p.m.

16—Clean up business of convention and conduct a "Question Box" discussion on trade matters.

17—4 p.m. Automobile ride round the city.

P.S.—The above draft may be changd slightly by the Executive Committee or the Convention. It outlines an interesting programme of pleasure and profit for every hardware and stove dealer who attends.

knows who is sending his money away, there will be less outside buying, thus reducing this competition. This, however, can only be done where there is a strong local organization. I believe this is a point worth discussing.

A saving can be made by cutting out unprofitable advertising, such as programmes, score cards, hotel registers, city write-ups, etc., which we are continually spending money on simply because our competitor does it, knowing that it will bring no returns and is a dead expense.

Friendly Competition.

I have enumerated several important advantages of local associations, without any combination of prices, with no disadvantages to the consumer and certainly no reasonable disadvantages to any hardware merchant belonging to same. Some may say that such associations will foster competition and put the small store on the same footing as the large one. My answer is we cannot keep out competition under any plan and it is certainly preferable to have a friend as a competitor than an enemy, and as to the second objection, the large store is usually owned by the larger and better business man, who will hold his own in competition even if his wings were clipped a little, which, however, is not necessary to enjoy many benefits of local organization.

It is not imperative that every hardware dealer in the city should belong to an association to make it a success. The majority working together against the minority individually will control matters in any community and in time the others will gladly join them.

CANADIAN HARDWARE STORES.

No. 1.

Few towns the size of Cowansville, Que., can boast of such up-to-date hardware stores, either in construction or equipment, as that of McClatchie Bros., which is here illustrated.

The building is 32 feet wide by 100 feet long and has 12,800 square feet of floor space. The basement is the full size of the building and is 8 feet between floor and ceiling, the floor being made of concrete and used for storing all kinds of heavy goods. The first or ground floor is divided in the centre. The front 50 feet are used as a hardware store, the rear 50 feet for a tin and plumbing shop. This flat is 12 feet between floor and ceiling. The front of store is all plate glass, as will be seen by the accompanying cut.

This store is equipped with all the modern and up-to-date fixtures used in the hardware business. To the right of entrance stands a large 10-foot silent salesman or show case. The shelving through this side is fitted with glass show cases and hardware drawers, the wood fronts of which are finished in oak and present a very nice appearance. The other side and rear end of store is fitted with attractive shelving which is used in displaying tinware, copperware, nickel plated ware, granite and woodenware, while the rear end shelving is devoted to paints, sundries, such as enamels of all kinds, varnishes, stains, etc. The shop is equipped with the latest improved cornice brake and machinery for manufacturing sugar evaporators, steel arches and all other sugaring utensils, as well as for general tin work, plumbing, roofing and steamfitting.

Just in the centre of this flat and between the store and shop is situated a fine large and well lighted office with windows looking into both store and shop. The shop has fitted in one end just as one enters from the store, an elevator which is used for conveying all heavy goods from basement to shop and store room on flat above. The second floor is also divided in the centre. The front 50 feet is finished into a beautiful dwelling consisting of seven large, well lighted rooms with bath room and halls. This dwelling is fitted with all modern improvements. The rear 50 feet is used as a store room for storing surplus stock and such goods as are manufactured in the tin shop. The ceilings on this flat are ten feet high. The third floor is fitted up for the Masonic Order and consists of a lodge room 32 feet in width by 50 feet deep, with an anteroom 10 by 28 feet, a reading room 14 by 28 feet, a kitchen 14 by 12 feet, and a dining room 18 by 40 feet. The ceiling of this flat is 12 feet high.

The roof is of the hopper style and is covered with galvanized roofing. Throughout the entire building metallic ceilings of beautiful design are used. There are twenty-two ceilings and each one laid with a different pattern, using in all about 10,000 feet of ceiling, which was manufactured by the Pedlar Roofing Co. The exterior of the building is covered with galvanized rock-faced stone siding, the cornice being also made of galvanized iron. It required over 100 squares of metal for the exterior, which was also designed and made to order by the Pedlar Roofing Co., of Oshawa, Ont. The building is heated throughout with a low-pressure steam heating apparatus consisting of two No. 160 Gurney Bright Idea sectional water tube steam boilers with twin connections and Gurney's wall and standard radiators. So perfectly has this system worked that the seeond boiler has never had to be fired during the past Winter.



CANADIAN HARDWARE STORES No. 1—McLatchie Bros., Cowansville, Que.

PRACTICAL PHILOSOPHY.

The sun shines for all who get up early.

A bold front is a good thing only when anchored to a stiff backbone.

When some men think they are thinking they are just really killing time.

It's the hook behind the bait that lands the fish—the truth behind the advertisement that makes the sale.

Opportunity is a visitor who should be made welcome without regard to circumstances.

Persistent daily effort, with a definite purpose in mind will accomplish almost anything.

The man who falls back on his old record has reached his full growth and commenced to shrivel.

True loyalty in business means "to stand up for your own opinion before your employer, and for your employer's opinion before the world."

BUSINESS MANAGEMENT

Article II—By Howard R. Wellington.

AFTER making the opening journal entries showing the net investment in the business and of what such investment consists, it is necessary to open ledger accounts for the various titles represented in the opening entry.

Below will be found the accounts necessary in the business of Mr. J. M. Russell, and simple rules for the guidance of the merchant in debiting or crediting these accounts, as transactions arise in the ordinary course of business :

This set of accounts will be used later on in the series showing transactions for a period posted up and the books closed, showing trading account, profit and loss account, and balance sheet.

The following rules may be used as a guide in charging or crediting the various accounts, numbered 1, 2, 3, etc.:

Account No. 1.—It is not necessary to make any further entries in this account until the close of the year, when the net profit is transferred from profit and loss account.

The balance in the account at present shows the present worth of Mr. J. M. Russell.

Account No. 2.—The cash account is usually carried in a separate book, although the principles involved are exactly the same. Debit cash for all cash on hand or in bank at commencement. Debit cash for all currency, money orders, cheques, drafts received. Credit cash for all cash paid out or cheques issued. (Specimen cash books will be taken up later).

Account No. 3.—Debit merchandise account at commencement of business for amount of merchandise on hand, as shown on stock sheets.

Debit this account for all merchandise purchased and also for goods returned by our customers.

Credit this account for all goods sold and also for all goods returned to other parties on account of defect or damage.

(The best methods of recording sales will be described later).

Account No. 4.—Debit equipment account at commencement for value of rigs, horses, harness, office and store fittings.

Charge this account from time to time as additions are made which increase the value of the equipment.

Account No. 5.—(Same as No. 4).

Account No. 6.—Charge this account with such items as salaries, light, taxes, rent, insurance, postage, stationery and sundry current expenses.

Account No. 7.—Debit at commencement for all notes and acceptances on hand.

Charge this account as drafts are made or notes received, crediting the customer. When the notes are paid, credit "bills receivable" account in the cash book.

This account may be kept in the general ledger or in a separate book, as desired. (A design for each will be given later).

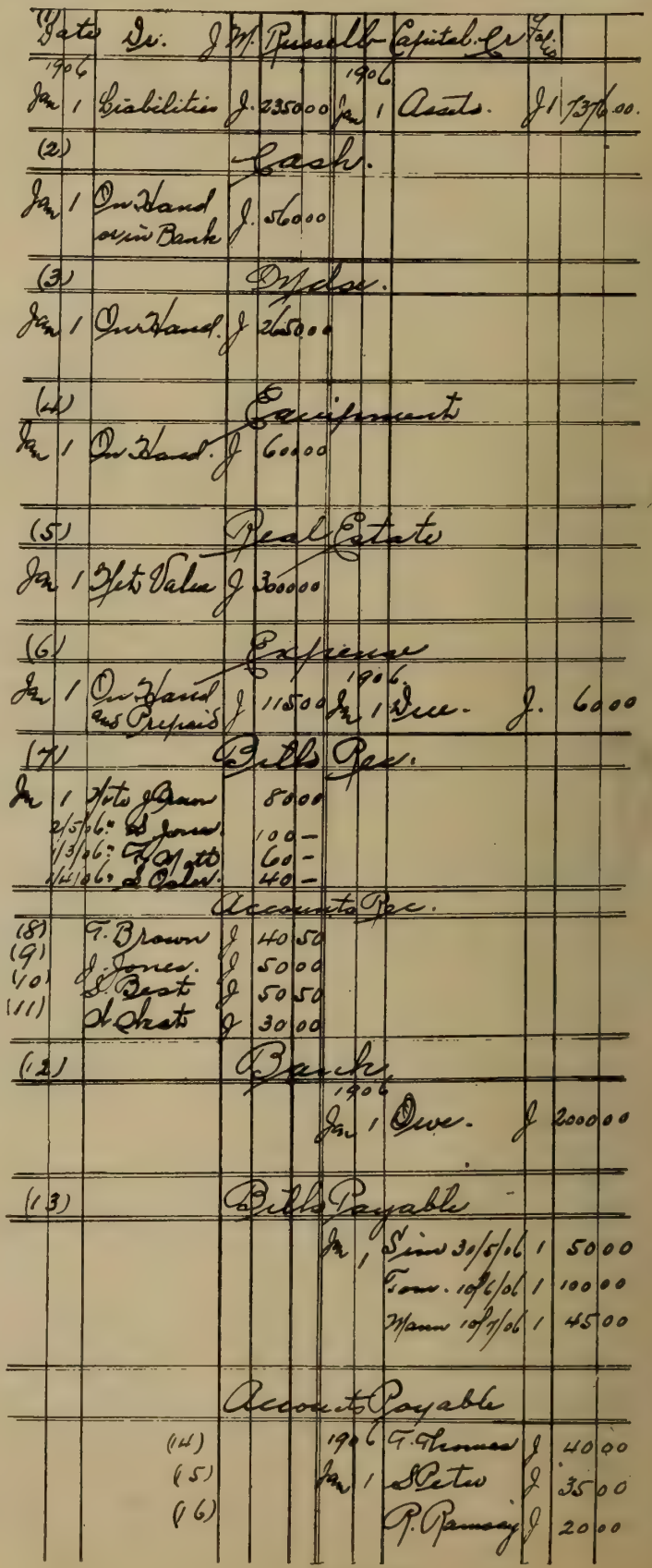
Accounts Nos. 8, 9, 10, 11.—These are ordinary accounts with customers, showing balances owing, to which is added purchases from time to time.

Account No. 12.—The "bank," or "bank discount" account is credited with the amount borrowed, showing as a liability to the business.

Account No. 13.—Credit bills payable account with acceptances of drafts or notes issued by us, charging the party to whom note is given.

When note becomes due and is paid, bills payable account is debited and cash is credited.

Accounts Nos. 14, 15, 16.—These are ordinary creditor's accounts showing balances due to others, to which is added amount of subsequent purchases.



(To be continued.)

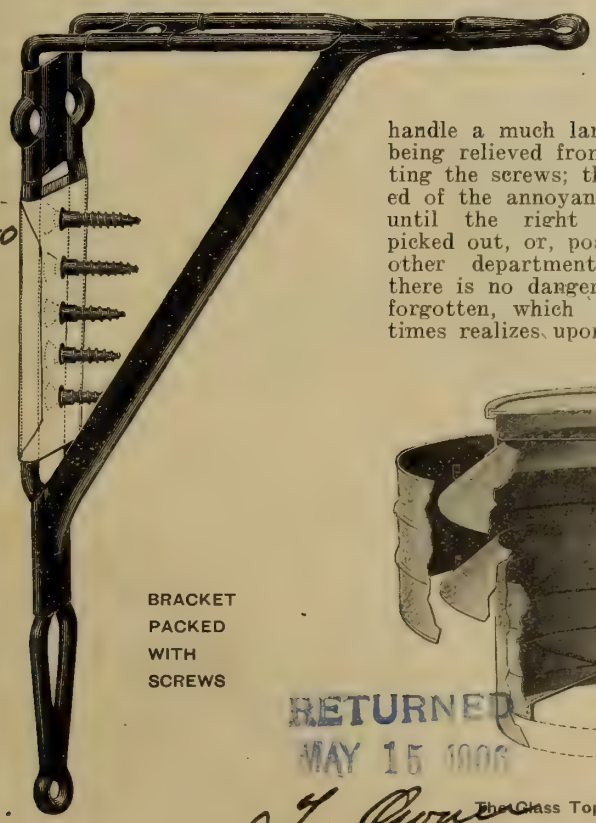
NOVELTIES FOR THE HARDWAREMEN

Readers desiring the addresses of the manufacturers or jobbers of the articles described, or any additional information, can secure the same from the Editor of HARDWARE & METAL.

THE BURT VENTILATOR.

The Burt Mfg. Co., Akron, Ohio, makers of oil filters and exhaust heads, has recently begun the manufacture of ventilators. The Burt ventilator is especially noteworthy for a patent damper, which consists of a sliding sleeve to regulate the outflow of air from the ventilator without cutting off light in the case of the glass top ventilators or shaking dust which is sometimes the accompaniment of the movement of a flat damper. Its general construction is shown in the accompanying illustration, which represents it with flat glass top, with heavy wired glass, so that it can be employed both as a skylight and as a ventilator. The damper is shown, together with the cord and pulley by which it is operated from below. The cord may be fastened at the lower end, or a counterbalance may be used to keep the damper in position. Care is exercised in making the air shaft round, so that the sliding sleeve can be moved without friction, and the shaft is strengthened by heavy bands. When the damper is at its highest point it comes in contact with the top, in order to close completely the air outlet from the ventilator. Another of the special details of the ventilator is that below the glass top is a drain into which any water condensed from the air on the under side of the glass can run. The water passes through small holes, indicated in the illustration, to the outside of the ventilator. The ventilator is made with a metal top when desired, but otherwise the construction is that described. The regular patterns are built of galvanized iron and the glass top or skylight feature is made flat in sizes as large as 40 inches in diameter; but in larger sizes is given a sectional glass top of pyramidal form. The Canadian Fairbanks Co., Montreal and Toronto, sell these goods in Canada.

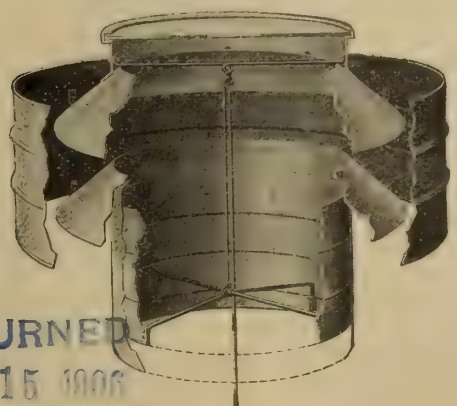
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W.S.E.



BRADLEY STEEL SHELF BRACKETS.

The Atlas Mfg. Co., New Haven, Conn., sole manufacturers of Bradley steel shelf brackets, wire closet hooks and tinned spoons, are introducing a new feature in their brackets this year. By means of the ingenious device illustrated in the accompanying illustration, the screws for each bracket are attached to the bracket itself.

This packing with screws has a number of advantages. First, the clerk can handle a much larger business through being relieved from looking up and fitting the screws; the customer is relieved of the annoyance of having to wait until the right size and number are picked out, or, possibly, going into another department to buy the screws; there is no danger of the screws being forgotten, which the customer oftentimes realizes upon reaching home, and the brackets are sure to be put on the brackets.



The Glass Top Burt Ventilator.

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The points of merit already claimed for the bracket itself still hold good, and the company are now packing special assortments of the brackets, which gives the trade the opportunity of carrying a light stock of the goods and still enjoying the full case price. The brackets packed without screws are No. 10, and those packed with screws No. 100.

SELF-RELEASING FLOAT.

A well-known English angler gives the following directions for making a self-releasing float for fish lines:

Take a float whose stem extends a half-inch, more or less, above the cork body, all that is necessary is to cut a quarter-inch section off a rubber tube



Self Releasing Float.

of a size that will fit the stem snugly, then after the line is run through the ring at bottom of stem, simply tuck a loop of it under the tube section. Striking a fish will release the float, or playing the former surely will, whereupon the float slides down the line to the snell or the sinker, and its purpose is accomplished. The facility with which the float may be released can be regulated by using a longer section of tubing and by pushing the folded line further through the latter. By cutting a groove around the top of the stem and taking a turn around this with the line after the latter is pushed through the tube, a non-resisting device may be had at will, although this would not withstand the strain of landing a large fish without tearing the rubber tubing. Still another method may be employed: Pull the looped line entirely through the rubber tubing and pass over the top of stem, then draw one end until the line passes around the stem but is merely held by the rubber. Tension will release the float.

WHY THE CHANCE WAS LOST.

A young lady working in a stocking factory, fearing that her chances for matrimony were small, wrote the following and slipped it into the toe of a gentleman's sock: "A young lady, good looking and of some means, would like to correspond with the wearer of this sock, if he is single, with a view to matrimony." A young man bought the sock and said, "There's my chance." He wrote to the young lady, offering himself as a suitable party, and to his surprise got this reply: "I have been married eight years, and have a family of five children." The man from whom he bought the socks had never advertised, consequently they had lain on the shelves for eight years.

The friend who does not help us higher is not worth having.

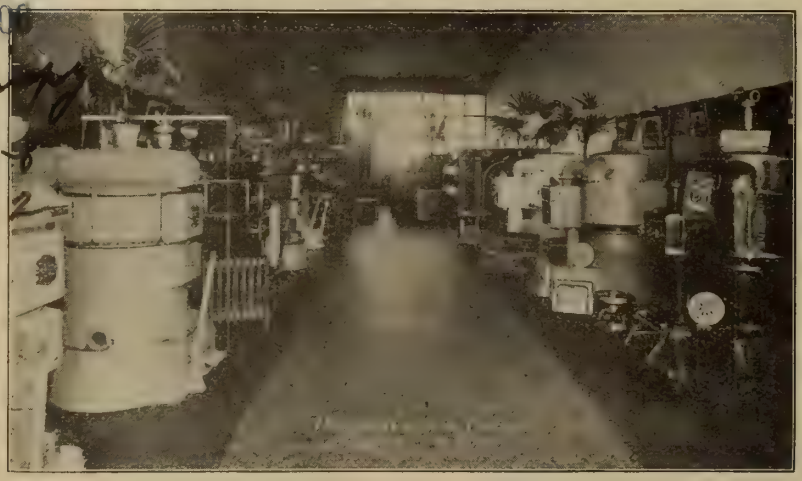
WINDOW AND INTERIOR DISPLAYS

THE STORE WINDOW.

The art of window dressing should be carefully studied. It is of importance enough to warrant the expenditure of some time in arranging the windows and in making them up in striking or original forms. If the proprietor cannot do it himself perhaps he has a bright clerk who would be glad to begin practice. If he has the clerk should be put to work and supplied with a reasonable amount of decorative material. Then if he succeeds, keep him at it.

Never allow a window to stay in more than a week at the most and have the displays arranged toward the last of the week so as to catch the Saturday trade. In country districts this is particularly important, though in the city, where telephone connection is becoming universal, as it is in some cities, the character of a window doesn't perhaps carry so great weight with the prospective purchasers. This is no argument in favor of neglect because an attractively dressed window is sure to bring new customers, even if it doesn't increase the business of the old.

TURNED
15 190
Winnipeg
Book 5-6
page 42
Nsk



Handsome Show Rooms.

MOVING OBJECTS IN WINDOWS.

Moving objects in windows invariably attract much attention.

In many cities in the United States moving objects in window displays have been all the go of late and the merchants who used them are extremely enthusiastic over the results obtained.

Watch the pedestrians on a prominent thoroughfare as they go along glancing or looking into the show windows. When they come to a window in which there is something in motion they all stop. Many will linger a long time.

A short time since a crowd was noticed standing in front of a Boston store. A basement window about 8 feet wide had been transformed into a mammoth bird cage, the interior arranged in a rustic manner. Small swings and sticks so arranged that they would move back and forth when birds alighted on them were arranged, and the birds, little prettily-feathered things, were flying about in lively style. There was plenty for them to feed on in the "cage," and there must have been as many as a dozen birds. It drew a crowd, and would anywhere.

Acrobats who do stunts in windows attract much attention. They are mechanical toys considerably smaller than Tom Thumb of old. In a drug store window not long ago the miniature image of a man, wearing a full dress suit, large "diamond," and silk hat, went through a continuous performance of turning around and then striking the plate glass window with a little cane he held in his hands. This striking the window made much noise. The thing was operated by a clock-work arrangement.

CHURCH ORGAN WINDOW.

An unusually clever and ingenious display attracted much attention in a store in the Western States recently. It was a reproduction in hardware articles of a pipe organ, the main pipes of the organ being fashioned from stove pipe, highly polished and coming together in graceful reverse curves, showing the handiwork of the expert tinner. The front or body of the organ was formed of the high closet of a kitchen range, the keyboard being made up of white and brown oil stones. The sounding pipes were composed of galvanized corrugated conductors, side wall brass registers being artistically set upon either side of the organ body. The music rack consisted of a wire bread toaster.

Brass knobs and spice boxes furnished the stops. The mouthpieces on the pipes were tin scoops, and the cones were reducers used on conductor pipes. The pedals stretching under the organist's feet were formed of white axe helves and black handled hatchets deftly arranged. The organist's perch was a bathtub seat, suspended at either end from large andirons. The approach was of tiling. Carpenters' tools, rifles, etc., constituted the side wall decorations. Across the top red and green incandescent lights threw a mellow glow over the unique effect.

The articles in the window not directly incorporated in the display were changed every morning, price tickets being used in connection with them, so that the window proved to be a winning ad for the store.

HANDSOME SHOW ROOMS.

The accompanying illustration shows the interior of the Winnipeg show room of the Pease-Waldon Co. Since the removal of this firm from Lombard street to Portage avenue they have opened out very handsome show rooms in which the full line of Pease Economy furnaces and Florence boilers is displayed. The show rooms are well lighted and as they are decorated with palms they present a very pleasing appearance.

PLACARDS IN WINDOWS.

Placards should be used in the windows occasionally. They need not be finished show cards so long as they are plain and to the point. A very effective way has always been found to write the announcement on a piece of wrapping paper with a coarse crayon and paste it on the inside of the glass. People will almost invariably stop to read such notices. Placards should not be large enough or numerous enough to detract from the trim.

There are many hardware novelties that the public generally know nothing about. Get up a nice display of such in kitchen utensils, and other household goods. Hundreds of these things could be sold if shown.

Nothing is so attractive as woodworking tools at this time of the year, when everyone has some repairs to make.

Little Sermons on Advertising

Delivered by John C. Kirkwood.

The Handicap of Being Unknown.

I REMEMBER that when I was a retailer, a traveler called on me to sell a line of laundry soap. He said he had sampled the town; that there would be a big demand in consequence; and he wanted me to order five cases. Prior to his coming I had never heard of his firm or his soap, and I was not ready to take up his soap on short notice. Moreover, I had had experience in just such cases as the one in question—sometimes costly experience—and I was deaf to all arguments. The soap salesman became angry. He said that he had sampled the town; that he was not leaving all the work of introduction to the grocery trade. He said that his house was co-operating with the trade in the most practical manner. I didn't buy.

I do not say that the firms one never heard of are on that account unreliable, unworthy of confidence. But I do say that the firm that solicits the retailer's favor and co-operation, owes it to the retailer to establish and maintain an acquaintance. And I say furthermore, that this acquaintance is best developed through the medium of the retailer, trade newspapers; granted, of course, that this newspaper is reputable, widely circulated and a recognized authority in the trade or interests it claims to serve. A trade newspaper of this description comes to be looked upon by the retailer as his work of reference. What he fails to find there is lacking in importance, and so is unworthy of his serious attention. This applies not only to editorial departments and kindred matter, but also to the advertising section. A retailer is warranted in looking for the advertisements of the firms he deals with, in the advertising section of his trusted trade newspaper. A right appreciation of this point would lead some non-advertisers to become advertisers with resulting gain.

A wholesale or manufacturing firm may be 100 years old, and yet be unknown to the trade that distributes its goods. I have in mind a firm of clothing makers, an old and honorable firm, having a very large factory, and known to the jobbing trade as providing certain grades of goods unexcelled anywhere for quality and value. This firm has been forced through competition to brand its product and to go direct to the retail trade. It recognizes the handicap it is under in being practically unknown to the retail trade.

Even though it can say to the retailer, "you have handled thousands of dollars worth of our goods without knowing it," this firm is facing the problems of the future with no confidence, no reliance in its long years of successful manufacturing. It has to begin afresh as it were, and one of the first things it is doing, is to begin advertising in the trade newspapers circulating among the retailers selling its class of goods.

It takes a situation of this sort to bring home neglected or forgotten truth. This firm of clothing makers is vainly wishing now that it had begun years ago to establish an acquaintance with the final distributor of its merchandise. It was urged to advertise time and again, but its steadfast reply was, "No. We sell only to the jobbing trade. We know all the firms we care to see to. What's the use of our advertising?"

This situation brings into clear relief the fact that to be known and favorably known is a business asset of untold value. The cost of getting and keeping known, is in realty a very small annual charge, too small to be seriously considered by any firm with a heart bigger than a mouse.

These sermons are supposed to be short, and so it is necessary now to close.

The application is: Non-advertisers will find it prudent and profitable to develop an acquaintance with the trade through advertisements in the right trade newspaper; and advertisers should maintain their advertising without a lapse.

THE VALUE

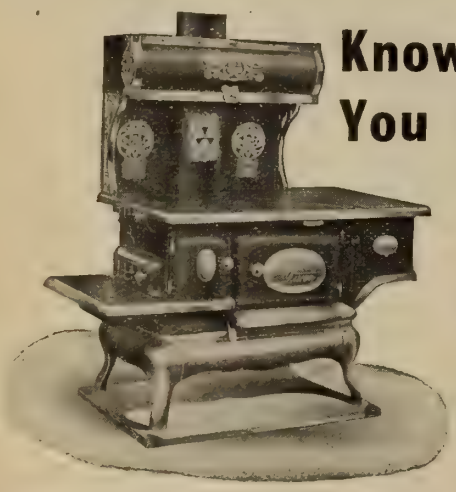
of a range can only be fixed by its construction. If the body is made of the best steel obtainable, plentifully and well riveted by hand—the rivets being driven to an air-tight joint. The oven having angle frames, front and back, to which the oven and body are riveted. The fire box, correctly proportioned, well lined and properly grated. The tops, doors, door frames, dampers, damper rods, and all parts liable to break from usage, abuse or fire, made of malleable iron, always in good condition, no expense for repairs. Value is obvious—cost should be the last consideration. Apply this test to

THE JOY MALLEABLE and STEEL RANGE

We're not writing "ads." for fun, we want your orders—don't you see ?

Joy Mfg. Co.

32 Humberside Ave. ...Toronto



Know What You Buy

A good many dealers order their stoves in prejudice. In other words, they **buy** because they have **bought before.**

Now you are not going to make yourself a slave to "one-idea" convictions.

Because a certain range **sells** well in your store it **doesn't** say **another** range will not sell better.

If we can offer you that **better-selling** range, you as a profit-seeker should necessarily consider the proposition.

Notify us to send you a copy of "Empire Queen" Booklet. It tells about **"THE EMPIRE QUEEN RANGE."**

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

When she says "Show me an Imperial Oxford" —got your answer ready?

She—and that means every woman in Canada who sees advertising—is going to say that to live dealers this season as she never said it before———

She is going to say it so loud that the stove trade will hear mighty little of any other range's name———

We know that much for sure. We have taken care to make sure of it———

We mean to sell every really high-grade range that Canada buys this year. Advertising will do it,—you will help do it, if you want to get the good and the profit that advertising will bring you.

But you can't get that good unless you are ready with the answer when she asks to see the Imperial Oxford Range—the range with the oven flue that alone does perfect baking—the range with more selling-points than you'll need to use.

When the demand comes, you want to be able to say———

—right this way, please!

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

(99)

In the Stoves You Sell Does Coal Enter by way of the "Drawing Room"—Lids; or through the "Servants' Entrance"—Pouch Feed?

Coal rightfully is the servant of stoves and ranges, not the master. The lids are for centralizing heat on utensils, not for feeding the fire. Dealers, let us get right on these points, for when you size up the ordinary stove or range, you must admit Coal is the master and the lids are Grand Masters—have to be consulted on almost every move.

For instance, the mistress of the kitchen says to herself, "I'll give the range a shake!" Then she takes hold of the shaker, and there you are! Lifts off the lid to see how the fire stands before she commences operations. If the same mistress is cooking a number of dishes and consequently has a number of pots "going," there will be a "general shift"—hands as motive power—when the fire puts in an application for more fuel. Why shouldn't there be a great fuss when Old King Coal enters?

Luckily for the mistress whose dealer is interested in her welfare, there is one make of stoves and ranges, where Coal is the Servant, and the Lids don't run the whole show.

Royal Stoves and Ranges

are made with the Pouch Feed which performs the function wrongfully allotted to the lids. When the mistress wants to shake her "Royal" she can "peek" down the "feed way," keeping her face from the heat, but her eye on the fire. When she thinks it is time to put more coal on she simply opens the Pouch Feed and shovels the coal in, all the time the even tenor of the "pot's" way being undisturbed.

So you see, Dealers, that when stoves and ranges are made in "Royal" style the owner of the stove or range is King—can get best service without paying such forfeits as Profuse Lid-Lifting, Continuous Eye Duty, Burned Fingers, Heated Faces.

Considering that Royal prices are the "fairest of the fair" it is not necessary to tell you what to do.

CANADA STOVE WORKS, - HARRISTON, ONT.

YOUR SPRING SALES



"SAMSON" HAND DELIVERY CANS.

You can help your spring trade by handling these lines.

"Samson" goods are becoming more popular every year and are now specified by many dairymen.

We can ship all lines promptly.



"SAMSON" RAILROAD OR DELIVERY CANS

"SAMSON" MILK CANS. "SAMSON" TRIMMINGS.

TINNED IRON FOR CHEESE FACTORY USE

Send in your order and have a good stock when the time comes.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL, - - - - - 232 McGill Street
Telephone Main 1255
TORONTO, - - - - - 10 Front Street East
Telephones Main 2701 and 2702
WINNIPEG, - - - 511 Union Bank Building
Telephone 3726
LONDON, ENG. - - - - 88 Fleet Street, E.C.
J. Meredith McKim
Telephone, Central 12960

BRANCHES:

ST. JOHN, N.B. - - - No. 7 Market Wharf
VANCOUVER, B.C. - - - Geo. S. B. Perry
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
MANCHESTER, ENG. - - - 92 Market Street
ZURICH, SWITZERLAND - - - Louis Wolf
Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - 12s

Published every Saturday.

Cable Address { Adscript, London
Adscript, Canada

TIN IS REALLY SCARCE.

When the ascent of tin began some few weeks ago it was generally believed that speculators on the London Exchange had manipulated a corner, thus forcing prices up only temporarily. But since it has been seen that almost daily advances are being recorded on the tin market, dealers are beginning to realize that the London corner is not the only condition to be reckoned with.

A genuine scarcity of tin exists. The producers are certainly alive to the situation, and reports from Batavia, just received, state that the number of coolies working at the famous Banka mines has considerably increased since the beginning of the year. There are now 11,600 men working, as against 9,000 men in 1904.

It is said that these mines are now producing tin at the rate of about 1,300 tons per month, and if this can be kept up the present year's output will equal that of 1903-4. The home Government has withdrawn the restriction recently placed on the quantity mined, and is using every means to bring the production again to its high level.

BUSINESS MANAGEMENT.

We would call attention to the excellent series of articles which is appearing in these columns under the department of business management. Mr. Howard R. Wellington, who is contributing them, is an accountant of the first rank, and his development of the subject is worthy of close study, not only by merchants but by their clerks. The articles are all based on the experience gained by actual work in this line, and the results may be relied upon as correct.

An orderly and economical system of bookkeeping is a prime requisite in every business, no matter how big or how small it may be. Without it a merchant is at sea as far as the details of his business are concerned. He cannot tell which of his departments are carrying a profit and which are being run at a loss. Yet if a man is to succeed he must know accurately how every part of his business is working out in order that he may drop altogether or re-organize the one and extend and amplify the other. The department of business management will furnish all that is necessary to systematize the financial end of a store. In these articles a complete system of retail bookkeeping is being explained. These should be read carefully and preserved. They will prove valuable to refer to when questions of difficulty arise.

CHARACTER BUILDING AT CONVENTIONS.

What a radical change the exigencies of business have brought about in the methods and general actions of merchants, travelers and salesmen! The man with a thirst, with a predilection for the gaming table, with an eye open to practically everything but business has been eliminated and in his place earnest, careful men have blazed the way for America's rapid strides to the front in commercial and manufacturing industry. These thoughts were suggested by a day's attendance at the convention of the Minnesota retail hardware dealers at Minneapolis, says the Hardware Trade. Time was when such gatherings were mere junkets, and when men seemed to throw off restraint and to mistake liberty for license. Even in later years, while the germ of manhood was fast developing the evolution from old times, conventions were to a large extent business formalities, and but little attention was paid to the ethical or moral points of view.

No man could have attended the recent Minnesota convention without having a desire for better living, for better things and for closer relations with their fellow man. Higher ideals and more manly ambitions were certain, sure results of the three days' session. The men in attendance on the convention were in a serious frame of mind, and they talked, worked and thought in the interest of business, while they advocated the friendliest relationship between buyer and seller, a relationship that is best advocated, best sustained and advanced through the establishment of the closest friendships aided by confidence.

Confidence needs no advocate. Men do not establish confidence in a day. Confidence is established by days and weeks, months and years of fair, honorable business relations. When a man can walk into a bank and have his note discounted without collateral security there exists a high degree of confidence; when a customer can walk into a store and know that what he or she buys will be exactly as represented then confidence exists and it will only cease when the man behind the counter forgets himself so far as to misrepresent.

Your customers, it matters not in what line you may be in, are not birds of passage. They will pass your way again and again. If on one of these trips you slip and fall short on the measure of honesty, they will pass your way no more, if they can help themselves. It is vastly easier to gain confidence and retain it than it is to win back lost confidence, to recover lost trade. Be square with your trade, be square with your jobber, be square with your family and you will be square with yourself.

Confidence is a great corner stone for the builder. Have confidence in yourself and in your fellowman. If your conscience approves of your daily walks, it is safe to assume that you are on the broad highway and keeping to the right.

A WINNIPEG PUBLICITY BUREAU.

There is sound sense in the proposal of F. W. Henbach that the city of Winnipeg should raise, in part from the civic funds and in part by subscriptions, a sum of $25,000 to be expended by a publicity bureau in making known the advantages of the city as a manufacturing centre.

The project for supplying the city with cheap motive power from the waterfalls at Lac du Bonnet is now well under way and the transmission lines of the private development company are already in St. Boniface, across the river from Winnipeg. The municipal enterprise will, in all probability, be under way in a few months; and there is every reason to believe that the chief impediment to Winnipeg's growth as a manufacturing city will then be almost immediately removed.

Nevertheless it has long been accepted as indisputable that Winnipeg is laboring under grave disadvantages in her efforts to promote manufacturing and some special effort is necessary to advertise properly the fact that the handicap has been removed.

A manufacturer or a merchant may have a reliable line of goods to sell, but unless he lets his customers know their merits the goods are apt to remain on his hands. In the same way, Winnipeg may offer many advantages to the manufacturer, but they must be made known. A publicity bureau in charge of a competent man could do great things for Winnipeg.

TRADE ASSOCIATION ADVANTAGES

Everywhere the attention of tradesmen in all lines of business is being directed to the organization of trade associations. Manufacturers, jobbers and retailers alike are coming together in association form for the advancement of their respective interests, and the tendency is becoming pronounced for the different associations representing the makers, sellers and consumers of goods to work, where possible, along harmonious lines, to the mutual benefit of all. In other words, the essentially selfish idea which animated the promoters of some of the first trade associations is being displaced by the broader conception of the association idea, which realizes that all the various trade interests have their rights, and that these rights need not of necessity conflict.

The recognition of this fact tends to eliminate much of the antagonism and friction which naturally accompany the more selfish view of organization, and the result is a happy one for all concerned. Notwithstanding the limitations which there must be to the carrying out of some of the association ideas, there are few business men who have informed themselves in regard to the workings and advantages of these organizations who are not ready to acknowledge the benefits secured by them for those for whose special advantage they are constituted, as well as to the trade as a whole which they represent.

One of the most important benefits which have accrued to the various trades through organization is the development of the social spirit which has been brought about at the various association conventions and other meetings by the contact between the individual members outside of the business sessions. It is in this way that many business men engaged in the same line of work have come into personal touch with each other, with the result that confidence has been established among former competitors, that in many cases has ripened into permanent friendship; whereas, under the old rule, these men would have pursued their business with anything but kindly feelings toward fellow tradesmen, who were regarded rather as enemies than as confreres. This establishment of social relations has facilitated the carrying out of many reforms and the correction of trade abuses which could not readily have been accomplished in any other way.

The broadening influence of connection with the trade association is another important feature. Matters which would not otherwise have come up for definite consideration are brought to the members' attention, and trade questions are considered in a broader spirit and from a different and more sensible point of view than could possibly have been the case where the individual member's interest only was considered.

The attendance of large numbers of tradesmen at association meetings is especially beneficial to the smaller and more isolated members of the trade, who are thus brought in touch with the leaders and the men of standing and ability in their own line of business. They are enabled to learn from them many things, a knowledge of which they could not possibly have secured had they not been thrown in contact with the leaders in the way of trade association. This contact operates to their advantage, giving them new ideas as to the conduct of their business and stimulating them to co-operation in more progressive and enlightened methods.

The interchange of opinions and experiences, the description of methods which have been found profitable, the discussion of difficulties which have been encountered, are all suggestive, instructive and stimulating to the tradesman who is ambitious to keep himself in the procession. Few business men who have been at any time, or in any way, connected with association work, but will acknowledge with substantial unanimity the advantages they themselves have secured through the contact with their associates which they are privileged to enjoy periodically at meetings of their associations.

Ontario hardware and stove dealers have been slow to organize an association, but, having at last taken action, are to be congratulated for the hearty manner with which they are taking hold of their new association. The convention to be held in Toronto next Tuesday and Wednesday promises to be particularly interesting both from an educational and a social standpoint, and the merchant who does not embrace the opportunity to rub shoulders with his competitors at the first real provincial convention of hardware and stove dealers will lose far more than he would gain by remaining behind the counter of his store during the convention days. Let all who can attend and give the new association a rousing convention.

MUTUAL FIRE INSURANCE.

A subject which might well occupy the attention of the Ontario hardwaremen when they convene next week is that of mutual fire insurance among hardware dealers, which has already been successfully adopted by the hardware dealers' mutual fire insurance companies in connection with the hardware associations in several of the Northern and Western States.

Every dealer must recognize that it is absolutely necessary for him to keep his stock and premises fully insured. This is not only to protect him against loss in case of fire, but also to preserve his mercantile credit. It is, of course, well known that jobbers and manufacturers regard an insurance policy as an asset but slightly undervaluing the goods on their shelves.

But in the old line companies, which carry practically all the insurance policies of Canadian merchants, the rates are high and are being constantly increased. In this way every holder of a policy is called upon to pay outside losses on various properties, many of which are more hazardous than his own.

It was because they recognized this injustice that the Wisconsin Retail Hardware Association decided upon launching a mutual fire insurance company, to which all members of a retail hardware association should be eligible. This insurance feature has wonderfully strengthened the association, and is now saving its members fully 33 1-3 per cent. on that part of their business. The idea has become so popular that, although their charter does not permit the company to solicit business outside their own State of Wisconsin, they have actually written policies, as a result of correspondence, in no less than twelve states and territories.

Speaking briefly, the plan followed by the Hardware Dealers' Mutual Fire Insurance Company of Wisconsin is to write policies for one year, charging thereon the established board rate for the respective towns, or if there is no such rate, the same as any reliable company would ask to carry the risk. Each year's business takes care of itself, and return premiums, based on the losses and expenses incurred during the current year, are given the dealer, in case he does not wish to renew, or are credited to him upon the renewal of his policy. In this way the dealer pays no more than he would have to pay elsewhere, while he is also sure of the return premium, making his insurance cost very much less than the board rates. The solvency of the company is guaranteed by a provision of the charter which forbids the writing of policies under $500 or larger than $3,000. So successful has the scheme shown itself to be from its inception, that its members are coming to look for dividends rather than assessments.

In advertising paints keep the name of the brand you carry well to the fore and see that no opportunities are missed to impress upon the reader "superior points."

HARDWARE TRADE GOSSIP

Quebec.

Carmichael Bros., machinists, Montreal, have assigned.

F. F. Fyles, of Abercorn, was a visitor in Montreal this week.

M. B. Squire & Co., plumbers, etc., Windsor, advertise their business for sale.

C. Leblanc, hardware merchant, of Joliette, visited Montreal during the week.

The Montreal Rolling Mills Company have been awarded a permit to erect a $60,000 storehouse.

J. A. Jackson, lately of Lewis Bros.' claim department, left on Friday night on a trip to England.

W. Gaulin, tinsmith and plumber, of St. Cesaire, was in Montreal on Wednesday to place orders.

Ulric Hervieux, tinsmith, of St. Cuthbert, paid a short business visit to Montreal a few days ago.

Ald. Thos. O'Connell, one of Montreal's best known plumbers, is spending the week at St. Andrew's, N.B.

Thos. Fortye, representing the Peterborough Lock Manufacturing Co., called on the Montreal trade this week.

A. G. McAvity, manager of the Canadian Buffalo Forge Company, Montreal, made a business trip to Buffalo last week.

W. Bonin, tinsmith, of St. Felix de Valois, was among the buyers from out of town to call on Montreal jobbers during the week.

Mr. Plumb, of the Eagle Lock Co., Terryville, Conn., made one of his periodical visits to the Montreal dealers during the week.

F. H. Scott, who represents several large English manufacturers in Canada, is at present in the Old Country in the interests of his business.

The Montreal Reduction & Smelting Co. of Canada has been incorporated with a capital stock of $2,000,000, and head office at Montreal.

Messrs. McKay and Booth, of the Corbin Cabinet Lock Co., New Britain, Conn., were in Montreal this week renewing business acquaintances.

The Wilson Automobile Co., at present occupying premises at 124 Craig street west, Montreal, are removing to large warerooms at 117 Craig street west.

Mr. Raymond, of Raymond & Frere, wholesale hardware dealers, St. Hyacinthe, was in Montreal making purchases from hardware jobbers on Thursday.

Sergeant-Major Nutter, of W. H. C. Mussen & Co., Montreal, had the honor of commanding the mounted escort on the occasion of Prince Arthur's visit to that city this week.

The sample room of Caverhill, Learmont & Co., Montreal, has been much improved in appearance by replacing the green cardboard sample cards, with squares of varnished wood.

Gordon C. Seybold, vice-president of the Seybold & Sons Co., Montreal, will leave for an extended European trip next Saturday, sailing on the new C. P. R. liner Empress of Britain.

Amiot, Lecours & Lariviere, Montreal, are greatly enlarging their office space. Among other changes, the private office of the president will be removed to the back of the present quarters.

J. H. Roper, Canadian representative of John Shaw & Sons, Wolverhampton, England, with headquarters at Montreal, is spending the month on an extended business trip to the Maritime Provinces.

On Thursday of this week the marriage of Edgar C. Budge to Miss Wilson, daughter of J. C. Wilson, was celebrated in Montreal. Mr. Budge is a member of the head office staff of the Sherwin-Williams Company.

On April 29 occurred the death, near Lake Megantic, of Edward Blaydes, who more than twenty years ago opened the first cutlery manufacturing establishment in Canada, the Canada Cutlery Company, now defunct.

F. Johnston, manager of J. C. McLaren Belting Co., left Saturday on a trip of several weeks to visit the firm's different agencies between Montreal and Winnipeg, and to establish a branch office in the latter place.

Alexander Gibb, 13 St. John street, Montreal, has been appointed agent in Canada for J. Jos. Fillee, Charleroy, Belgium, and is now in a position to quote advantageously for window and plate glass of every description.

The special jury has awarded damages of $7,000 to Dame L. Laurence, who sued the Montreal Light, Heat & Power Co. for $14,000 for the loss of her husband, J. J. Paquette, hardware merchant, who was killed by a shock last Fall while turning on his light.

P. M. Carter, hitherto general manager of the Carter White Lead Co. of Canada, will return next week to Omaha being called there by business interests in the Western States. He will be succeeded by J. B. Bell, who has represented the National Lead Company in Canada ever since the formation of that company.

In referring to the opening of new premises by the George Phillips Company, cutlers and silversmiths, last issue, the address should have read "the new Packard building, St. Antoine street," not as stated on McGill street. George Phillips has been for many years one of the chief clerks of the Windsor Hotel and latterly was appointed assistant manager. He has a host of friends amongst the traveling public, and as personality counts so much in business to-day, the company of which he is the head is favored with a strong asset in this connection. They manufacture the finest of silverware, cutlery and cut glass and a catalogue will be sent to those who write mentioning Hardware and Metal.

Ontario.

Leduc & Co., tinsmiths and roofers, Ottawa, have removed to Montreal.

G. A. Binns, of Newmarket, hardware merchant, was in Toronto during the week.

J. Radigan & Co., tinware manufacturers, of Hamilton, will build a $3,000 factory.

Wilson Bros., St. Marys, are opening up in the plumbing and tinsmithing business.

H. Moss & Son have purchased the tinsmithing business of A. E. Spooner, Renfrew.

McKillop & Ferguson have purchased the hardware business of B. Partridge, West Lorne.

J. Everett, of Thamesville, has bought out the hardware business of Brown & Graves there.

Webber & Webber, stoves and tinware merchants, of Dunnville, have dissolved, J. E. Webber continuing.

The plumbers of Fort William have returned to work, having settled their grievances by compromise.

W. J. Good, of the Canada Paint Co., has been appointed city traveler for the company in Toronto.

Fred. Lucas, lately with the Kemp Mfg. Co., has accepted a position with Purdy, Mansell & Co., Toronto.

Mr. Wideman, of A. & H. Wideman, hardware and implements, Markham, spent a day or two in Toronto.

Frank Sears, late of H. J. Conn & Co., St. Catharines, has opened up a plumbing business in that city.

Michael Costello, Orillia, has bought the foundry business carried on by Walker Bros., jewelers and machinists.

Elmer A. Lister, late of Rice Lewis Sons, has gone to Saskatoon to manage J. F. Cairns' hardware department.

W. A. Hillhouse, hardware dealer, Shelbourne, went a-fishing last week and caught a 22-inch trout. (Verified).

M. H. Roland, of the Kemp Mfg. Co., lost his catalogues and personal effects in the burning of the Orangeville station building.

A. A. McMichael, manager of the James Robertson Co., has gone to Atlantic City, with his family, for a couple of weeks.

P. McMichael, general manager of the Dominion Radiator Co., is in Winnipeg, in connection with the opening of their warehouse there.

Mr. Davey, of Ingram & Davey, hardwaremen, of St. Thomas, has undergone an operation at the hospital there. He is doing well.

R. O. McDonald, of Ottawa, and W. G. Whyte, of Arnprior, have formed a partnership to carry on a hardware business at Arnprior.

Clements & Co., hardware merchants, Milton, have bought out the stock of Messrs. Dewar Bros., hardware merchants, of the same town.

A. Schaefer, of Smith & Schaefer, hardwaremen, of Bolton, has received word from New Liskeard announcing his brother's death from scarlet fever.

E. P. Paulin, of Dashwood, has purchased the hardware business of J. B. Hawkins, of Goderich. Jonas Hartleib has purchased Mr. Paulin's store at Dashwood.

R. T. Wilson, buyer for the McClary Mfg. Co., London, was married last

week to a Toronto young lady, and has been spending his honeymoon at New York and Atlantic City.

Mr. R. A. Baines, of Baines & Peckover, wholesale metal merchants, Toronto, left for England on Wednesday. Mr. Baines will visit the Continent, and expects to return in August.

The Consumers' Cordage Co. have made arrangements with the Colonial Cordage Co. to handle their business in Toronto from the first of June, when the business of the two companies will be carried on from the one office.

A tank of gasoline exploded in Parson's Fair, St. Mary's, last week, and the store was damaged to the extent of $300. The explosion was caused by a boy going near the tank with a lantern. He escaped injury, but he won't do it again.

Chas. Richardson & Son, Harrow, have completed the rearranging of their hardware store. They have put in silent salesmen and trimmed the interior throughout with oak, and have, it is said, one of the nicest stores in Western Ontario.

W. Willis Mitchell, Canadian representative of James Cartland & Son, brass manufacturers, Birmingham, England, is again on the road, after a lengthy illness in the Toronto General Hospital. He left Toronto for the west on Monday.

The S. F. Bowser Co. have purchased a lot 100 feet by 125 feet on Fraser avenue, Toronto, on which they will erect their new factory for the manufacture of oil and gasoline tanks and similar commodities. The price paid for the lot was about $2,000.

J. P. McConnell, London, who has charge of the advertising for the McClary Mfg. Co., is arranging to make a trip to Winnipeg and the west. Mr. McConnell has, it is understood, arranged with a popular young lady to change her name and accompany him on the trip.

E. P. Morton has been granted a permit to build a hardware store on College street, near Ossington avenue, Toronto. Another hardware store is to be opened in the same district this Summer. A. McArthur is to open a hardware store on Queen street east, near Kenilworth avenue, shortly.

A. W. Humphries, Parkhill, president of the Retail Hardware and Stove Dealers' Association, of Ontario, reports that his sales were $1,200 more this March and April than a year ago. One day recently one clerk sold $162 worth of wire fencing and loaded it on wagons. That speaks well for trade in Western Ontario.

Mr. B. E. A. Hart, representing Hart, Son, Peard & Company, art metal workers, Birmingham, England, returned to England this week after a business trip through Canada. In Toronto he appointed the Brooks-Sanford Company as their special representatives, and this firm will stock a good line of their chandeliers and other lines.

More stealing by employes of jobbing houses in Toronto has been discovered, this time at Wm. Croft & Sons, sporting goods dealers, 126 Queen street east, resulting in the arrest on Saturday of Robert Welsh. Thos. Shea and Arthur Dick, all well-known young employes of the firm. They are charged with stealing, and Alfred Moore, a young man, of 42 St. David's street, is charged with receiving stolen property. It is over six months since a representative of the firm suspected the stealing by employes. The best razors, brushes, pipes and smokers' sundries were missed, but no definite action was taken till Saturday.

Western Canada.

J. A. Lockerbie & Co., plumbers, of Edmonton, have dissolved.

T. E. Wright, hardware and harness, Elva, Sask., is giving up business.

The warehouse of G. F. Stephens & Co., Winnipeg, had a narrow escape from fire last Sunday.

Mr. Bull, of the firm of Decatur, Bull & Co., Montreal, was in Winnipeg last week calling on the trade.

The Winnipeg Paint & Glass Company will build a substantial brick and stone warehouse in Calgary.

Seward McLean, of Brandon, has gone to Saskatoon to install the new plumbing and heating plant in the Empire Hotel at that town.

G. M. Watson, a traveler for Miller-Morse Hardware Co., has resigned his position to become sales manager for the Brandon Hardware Co. of Brandon.

Geo. D. Wood, of Geo. D. Wood & Co., will sail for England on June 2. While in England Mr. Wood will attend the Congress of Chambers of Commerce of the Empire as one of the Winnipeg Board of Trade representatives.

The Manitoba Frost Wire Fence Co. have purchased 161 feet of frontage on Nena street, Winnipeg, and in a few weeks' time work will be commenced on a factory 70x100 feet. H. L. Frost, president of the company, was in Winnipeg last week.

The Western Hardware Co., Regina, has decided to erect a new building, made necessary by the increasing business of this progressive firm. The new warehouse will be 40 by 80 feet over all and will consist of a full basement and three storeys. The building will be of frame construction, roofed and sided with metallic sheeting. The estimated cost is in the neighborhood of $6,000. All their business will be put under one roof and an effort will be made to develop their jobbing business.

Merrick Anderson & Co. have secured incorporation as the Merrick Anderson Co. Those connected with the firm are George A. Merrick, Thomas Anderson, Joseph A. Merrick, Geo. Smart and Louis A. Blackwood, all of Winnipeg. The head office will be in Winnipeg and the capital stock is placed at $500,000.

P. McMichael, general manager of the Dominion Radiator Co. of Toronto, was in Winnipeg last week arranging for the opening of a branch warehouse. In the course of an interview he announced the intention of his company to carry a $100,000 stock in Winnipeg.

Maritime Provinces.

The McLeod Hardware Co., of Sydney, C.B., has been organized to take over the business of Angus McLeod.

Ferguson & Cox, boilermakers and engineers, of Halifax, have dissolved partnership.

"CHARLEY" DIETRICH'S NARROW ESCAPE.

A thrilling story of the San Francisco earthquake is told by "Charley" Dietrich, who is in Montreal this week in the interests of Shurly & Dietrich, the Galt (Ont.) saw manufacturers.

Mr. Dietrich had been visiting in Tennessee, and, in company with some friends, was coming home via San Francisco. On the evening preceding the earthquake his party arrived at the St. Francis Hotel, and planned a sight-seeing trip for the following day.

Shortly after five o'clock in the morning Mr. Dietrich found himself standing on the floor of his room, in the twelfth storey, very dazed and excited. Everything was swaying, and he lost no time in getting down the twelve flights of stairs, the elevators being already out of commission. Mr. Dietrich and his friends quickly made their way out of the tottering building to the open square in front. When the second shock came they hastily left the spot and managed to get across to Oakland by ferry. Here they had the good fortune to secure accommodation on an outgoing train, and Mr. Dietrich returned to Galt on Thursday of last week.

Mr. Dietrich has an interesting souvenir in the key to his room at the St. Francis. He is having it suitable engraved, but needs no such memento to remind him of his terrible experience.

OLD FIRM SELLS OUT.

One of the best known retail hardware stores in the Province of Quebec changed hands last week, when Jos. Godin & Fils, Three Rivers, sold out to the firm of Cyrille Labelle & Co., who are also proprietors of a fine wholesale and retail hardware and grocery business at Sorel.

The firm of Jos. Godin & Fils has been in business at Three Rivers for nearly forty years. Recently, however, his health has began to fail Henri Godin, the sole proprietor, and he was advised by his physicians to retire from business.

C. Labelle & Co. will hereafter control this stand, as well as their old-established business in Sorel.

SHORT CARGO ON MONTEZUMA.

It looks as if there would be a disappointment in store for a good many Canadian merchants when the C. P. R. liner Montezuma comes to port. It is reported that she had contracted for a great deal more cargo than she could take, and, though full particulars have not yet come to hand, it is feared by some of the large importers of metals and hardware that some of their goods have been left behind.

MUNDERLOH'S NEW BUILDING.

Announcement was made this week that Munderloh & Co., manufacturers of electrical supplies, Montreal, have decided to erect a new building which will be of modern construction, and in every way well equipped for their growing business.

The new building will be erected on the extreme northern end of Victoria Square, immediately east of the Granby Rubber Co.'s warehouse. Work on the new structure is expected to begin very shortly.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Solder—Has advanced sharply. No. 1, 25-25½c; No. 2, 19½c.

Ingot Tin—Now selling at from 47 to 47½c.

Antimony—Up to 26½ and 27 cents.

Sheet Zinc—An advance of 25 cents per 100 lbs. all around.

Old Material—Copper wire, 15½c.; light copper, 14½c.; yellow brass, 10½c.; old rubbers. 7¼c.

TORONTO.

Ingot Tin.—The market has reached 50c. per pound.

Antimony—Still soaring, and now 26½ cents.

Solder—Quotations have jumped up to 25 and 27 cents.

Linseed Oil—An advance of one cent has been made.

Tinned Iron—Prices are likely to be advanced next week.

Tin Plates—Everything points to an advance.

Wire Nails—Are quoted openly in Toronto at $2.05.

Old Material — Several changes have been made.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 11, 1906.

Spring goods of all kinds are being shipped most briskly this week and it looks as if the period of rush deliveries will be longer continued this season than is usually the case. Repeat orders for green wire cloth, freezers, screen doors, hose, lawn mowers and garden tools, are coming to hand in large volume, thus showing that retail dealers are getting rid of their stock satisfactorily.

The strength of the metal markets, on the whole, is naturally reflected in all hardware lines, prices on which are very steady. The hardware jobbers have advanced prices on tinned sheet iron 25c. per hundred lbs., owing to the continued pressure of the ingot tin market, and also on solder for the same reason. All other lines remain very steady.

Inquiries for cement are now coming forward rapidly and the local dealers are looking for a large business during the coming months. The largest inquiry yet to hand is in connection with the new Windsor Hotel building, which will require a tremendous quantity of cement. Other large buildings which are being constructed this year in Montreal insure a busy season for dealers in all kinds of builders' supplies.

AXES—A good trade is being done at steady prices. We still quote: $7.60 to $9.50 per doz.; double bitt axes $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—Our prices are: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34 inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Conditions are unchanged and we are still quoting $4.25 for Cold Blast.

RIVETS AND BURRS—These goods are being shipped heavily by the jobbers here. Our prices are: Best iron, rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—As the hay crop in this province promises to be very heavy this year orders for this line are beginning to be received. It is expected that a large business will be transacted. We still quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b., Montreal.

MACHINE SCREWS—The turn over is said to be very good and discounts remain as follows: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—There is nothing new to remark in this branch of the trade. Quotations are unchanged, discounts being given as follows: ⅜ and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

HORSE NAILS—Business is normal and discounts unchanged. We still quote: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Our price remains: $2.15 per keg f.o.b. Montreal.

CUT NAILS—Wholesale houses are experiencing the regular demand for these goods. The price given is $2.20 per keg f.o.b. Montreal.

HORSESHOES—Sales are large and prices quoted are as follows: P.B. new pattern, base price, $3.50 per 100 lbs.; M. R. M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—The jobbers who have already issued their catalogue of sporting goods, state that orders are increasing very satisfactorily and they are looking for a large season's business. For the present ammunition is experiencing an active inquiry while small orders for guns are also in evidence.

BUILDING PAPER—General conditions are the same as at our last report. Prices are unchanged.

CEMENT AND FIREBRICK — Many inquiries for large lots of cement are now coming to hand and prospects for a big trade are of the brightest. We quote as follows: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. "Lafarge" (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21; American, $30 to $35; White Bros.' Eng. cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—We give the following prices: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—Repeat orders are coming in from all parts of the country and shipments are being made very freely. We give the following prices: American Twin, 2 qt. $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—This is another line in which repeat orders are being received. The price remains: $1.45 per hundred square feet.

BINDER TWINE—No change in conditions is reported.

RAW FUR—We quote as follows:

		No. 1.	No. 2.	No. 3.	No. 4
Bear	Black	$12 00	$8 00	$4 00	$1 00
"	Yearlings	7 00	5 00	2 00	0 30
Fisher		7 00	6 00	5 00	....
Fox	Red	3 00	2 25	1 00	0 20
"	Cross	5 00	4 00	2 00	0 50
Lynx		7 00	5 00	4 00	
Marten	Dark	10 00	5 00	2 0	0 50
"	Pale	6 00	3 00	1 25	0 50
Mink	Dark	6 00	4 00	1 50	0 50
"	Pale	3 25	2 50	1 50	....
Muskrat	Spring	0 25	0 18	0 15	0 03
Raccoon		1 50	1 00	0 50	0 20
Skunk		1 75	1 50	0 75	0 45
Weasel	White, 35 to 50c. for prime skins.				
Wolf	Timber	3 00	....	....	....
"	Prairie	1 25 to 1 50	0 75	0 35	....
Wolverine		5 00 to 6 00			

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 11, 1906.

The large volume of business that has carried on since the opening of the season is now pretty well in hand, and while everything keeps going with a good swing there is not that rush feature that characterized the opening weeks. A fair amount of sorting business is being done in general lines with those who do not make a practice of stocking up, but the weather lately has been against large turnovers throughout the country.

Wire nails have been lowered again this week without any apparent justifi-

cation. Some few weeks ago there was talk of an effort being made to stiffen up prices some, but it does not seem to have met with success.

Small orders of sporting goods have been coming in in good shape until the recent cold spell, when a falling off was noticed.

The advance noted on shovels in our last issue was not general on all lines, as, perhaps, some may have understood. The Canada Shovel & Tool Co., of Hamilton, are still quoting their former prices on Bull Dog, Moose, Bear, Fox and Black Cat brands.

AXES AND HANDLES — A steady business is being done, principally for future delivery.

CUTLERY AND SILVERWARE — Sorting orders are increasing this month, and quite a good future business is being done.

SPORTING GOODS—The cold snap has given a little setback to sporting goods, but small orders continue to come steadily.

WASHING MACHINES — Trade is fairly active at present.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; ⅞ inch, $3.95; 7-16 inch, $3.80; ½ inch, $3.65; 9-16 inch, $3.55; ⅝ inch, $3.45; ¾ inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent. off.

POULTRY NETTING — The demand for poultry netting continues good. No further price changes.

GALVANIZED WIRE — We quote: $2.17½ f.o.b. Cleveland.

BARB WIRE — Prices remain the same. We quote: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—Some cutting has been going on for a while, but now nails are openly quoted at $2.05.

CUT NAILS—The usual trade continues to be done.

HORSENAILS — A steady business continues to be done. No price changes.

HORSE SHOES—The Spring has ushered in a good trade. Market firm. We still quote: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

SADDLERY—Trade is reported to be active in all lines.

RIVETS AND BURS—The usual amount of business continues.

SCREWS—All lines are selling well at present. No price changes.

BOLTS AND NUTS—The usual volume of business continues to be done.

CORDAGE—We now quote as follows: On binder twine, 500 feet, 10c. lb.; 550 feet, 11c. lb.; 600 feet, 12c. lb.; 650 feet, 13¼c. lb. Golden Crown, 500 feet, 9¾c. lb. On Gold Medal Brand (imported), 600 feet, 12¼c.; 650 feet, 13¼c. Discount for car lots: Manila, 15c.; British manila, 11½c.; sisal, 10½c.; double lathyarn, 10½c.; single lathyarn, 10c.; sashcord, "Hercules," 30c. to 32c.; "Star," 36c.; cotton twine, 3-ply, 24c.; 4-ply, 29c.; calking cotton, 16½ to 17c.; cotton waste, colored, 6¾c.; white, 9c.

CEMENT—Cement continues to be called for in large quantities. We are quoting as follows: For carload orders, f.o.b., Toronto, Canadian Portland, $2. For smaller orders ex warehouse, Canadian Portland, $2.15 upwards.

FIRE BRICK—There are no changes to record. English and Scotch firebrick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27½c. to 35c.

HIDES—Prices are firmer on country hides, dekins, sheep skins and horse hides. The supply is still very light. Wool is moving a little more freely.

Hides, inspected, steers, No. 1	0	11
" " " No. 2	0	10
" " cows, No. 1	0	10½
" " " No. 2	0	09½
Country hides, flat, per lb.	0 09	0 10
Calf skins, No. 1, city		0 14
" No. 1, country		0 13
Dekins	0 80	0 90
Sheep skins	1 50	1 85
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb.	0 04½	0 05
Pulled wools, super, per lb.		0 25
" " extra "		0 27
Wool, unwashed fleece	0 16	0 17

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 11, 1906.

Ingot tin and antimony are still furnishing the sensations in Montreal metal markets. The former has now risen to the hitherto unheard of price of 47c. a pound, and it is freely predicted that 50c. tin will be seen before the bottom is knocked out of the present boom. From the firmness of the market it would seem that the speculative effort on the part of London dealers to boost the prices has been forwarded by exceptional big demand for the metal, which even under ordinary circumstances would have been sufficient to warrant an increase in current quotations.

Antimony has also reached a most abnormal price during the week just past and is now quoted at from 26½c. to 27c. a pound. There are not wanting metal merchants who predict that even this metal will go up as high as 45c. or 50c. before any decline is experienced by the market.

Copper is holding firm, but shows no disposition to demand higher prices. Both in this metal and in pig lead the market is not nearly so firm as might be expected, the explanation given being that dealers are so taken up by the peculiar situation in tin and antimony that lead and copper are escaping their attention.

One feature of the present situation which must not be overlooked is that tin plates are almost sure to be advanced in price. It is even stated that many of the Welsh mills have for some time past been turning out plates at less than cost price, and it is only a question of how long they will prefer losing money to losing business.

Sheet zinc is showing a little activity this week and prices locally have jumped 25c. a hundred pounds. All metals are strong in tone and it cannot be expected that there will be any declines in values for some time yet.

CANADA PLATES—Our prices remain as follows: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75; galvanized, 52's, $4.10; 60's, $4.35.

COPPER—Sales are very satisfactory and price is holding its own, while some dealers are expecting an early advance. For the present we quote: Ingot copper, 20½c. to 21c. Sheet copper, base sizes, 25c.

INGOT TIN—As noticed in our introductory remarks, there seems no let up in the daily advances of this metal. It is confidently expected now that 50c. tin, a condition which would have been laughed at some months ago, will very shortly be realized. Current prices are: From 47c. to 47½c. per lb.

PIG LEAD—It is hard to understand the quietness in the lead market. Many conditions exist which would favor an advance, but for the present our prices remain $4.25 to $4.35 per hundred lbs.

PIG IRON—Prices remain as follows:

"Dom.," No. 1, $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18.50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	20 75	"	"
Clarence No. 1	18.00	"	"
" No. 3	17.65	"	"

BOILER TUBES—We quote: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our prices are: Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.

MERCHANT STEEL—We quote as follows: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.17½ and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices remain: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—There are large inquiries in the hands of the local merchants and prospects are that the season's business will be large. Our prices are as follows: Queen's Head, 28 gauge, $4.35; 26 gauge, $4.10; 22 to 24 gauge, $3.85; 16 to 20 gauge, $3.60; Apollo, 28 gauge, $4.20; 26 gauge, $3.95; 22 and 24 gauge, $3.70; 16 to 20 gauge, $3.65; 22 to 24 gauge, $3.70; 16 to 20 gauge, $3.45; Comet, 28 gauge, $4.15

to $4.45 ; 26 gauge, $3.90 ; 22 and 24 gauge, $3.60 ; 16 to 20 gauge, $3.45 ; Bell brand, 28 gauge, $4.30 to $4.35 ; Fleur-de-Lis, 28 gauge, $4.20 ; 26 gauge, $3.95 ; 22 and 24 gauge, $3.70 ; 16 to 20 gauge, $3.65 ; 22 to 24 gauge, $3.70 ; 16 to 20 gauge, $3.45 ; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45 ; "Windmill Best," 28 gauge, $4.15 ; Sword and Torch, 28 gauge, $4.15 ; in less than case lots, 25c. extra.

BLACK SHEETS—We give following quotations : 28 gauge, $2.40 ; 26 gauge, $2.35 ; 22-24 gauge, $2.30 ; 19-20 gauge, $2.30 ; 8-10 gauge, $2.45.

ANTIMONY—One or two of the local firms have small quantities of antimony in stock on which they are quoting the remarkable price of 26½c. to 27c. per lb.

TIN PLATES—As a result of the continued advances of ingot tin it is thought that present prices on plates cannot long be maintained. There must be an early advance, but prices now current are : Cokes, base size I C 14x20, $4 ; charcoal, base size I C 14x20, $4.25.

TERNE PLATES — Prices remain steady and it is expected that a move upward will result when tin plates have advanced. We are now quoting $6.85.

INGOT ZINC—The market continues somewhat firmer in tone, with the price steady at 6¾c. to 7c.

SHEET ZINC—An advance has been declared on the local market and we are now quoting $7.75 in casks, $8 in less than casks.

SHEET LEAD—We quote as follows : 2½ lbs., 5½c. by the roll ; 3 lbs. and heavier, 5½c. by the roll ; small quantities 25c. per hundred lbs. extra.

BAR IRON—We are still quoting : $2.05 f.o.b. Montreal.

OLD MATERIAL—Rubber has weakened somewhat since our last report, owing to the slackness among rubber shoe men. Manufactured shoes have accumulated as a result of the poor Winter and there is consequently a rather small demand for old rubber. Copper and brass are somewhat firmer. There is a good demand and stocks are scarce. Local dealers are quoting higher prices on these goods. Our quotations are as follows : Copper wire, 15½c. ; light copper, 14½c. ; heavy red brass, 13½c. ; yellow brass, 10½c. ; light brass, 7½c. ; lead, 3¼c. ; zinc, 4c. ; machinery cast scrap, $13.50 ; wrought scrap, $12 ; stove plate scrap, $11 ; mixed rags, $1 to $1.20 per 100 lbs. ; old rubbers, 7¼c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 11, 1906.

Fifty cents for tin in ingots is likely to be asked any day on the local market, the jump during the week having totalled four cents, ingots now selling for 47 and 48 cents. The remarkable jumps on the outside markets and the great strength shown offer no hope of any change. While the present prices appear to be abnormal and speculative buying is as keen as when prices were steady. So long as there are buyers who are anxious to purchase, sellers can take advantage of the scarcity of stocks and send prices even higher. There is now talk of an advance of tin plate in response to the high price of ingots. Were it not for the depression in Wales tin plates would have been advanced some time ago.

Antimony has also moved upward again and is still soaring. There does not appear to be any reason why it should not double its present price, as no stocks are in sight to relieve the situation. Lead and copper are both active with prices strong. Tinned iron is understood to be booked for an advance at once.

PIG IRON—Conditions remain practically the same with the market strong and prices steady. We quote : Radnor, at furnace, $30 ; Hamilton and Midland, at furnaces, No. 1 $21, No. 2 $20.50 ; Londonderry, f.o.b. Toronto, No. 1 $22, No. 2 $21.50.

BAR IRON—Stocks are light and some lines short. The mills are rushed with work and prices continue at $2.15 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Further advances have been made and while the market really stands at only 47 and 48 cents at time of writing some dealers are asking 50 cents, and this can be looked for as a general price almost any day. We are quoting 47 to 48 cents per pound.

TIN PLATES—An advance can now be looked for, as while the depression in Wales has kept prices down prices of ingots have risen so high that plates must respond. We are quoting : Cokes, base size, 14x20, $3.75 ; charcoal, base size, 14x20, $4.25.

GALVANIZED SHEETS—A good demand exists with prices firm and unchanged. We quote, 16 to 20 gauge, $3.45 up.

BRASS — The market is firm and prices steady. Buying is fairly active and quotations 23c. to 24c. per pound.

BOILER PLATES AND TUBES — The demand is steady and we continue to quote : Plates, per 100 lbs., $2.35 ; heads, per 100 lbs., $2.60 ; tank plates, 3-16 inch, $2.45 ; tubes, per 100 feet, 1½ inch, $8.50 ; 2, $8.70 ; 2½, $10.50 ; 3, $12 ; 3½, $15.80 ; 4, $20. Terms, 2 per cent. off.

LEAD—The market continues strong and active. We quote : Canadian pig lead at $4.40 and English pig at $4.65 per 100 lbs., with bar lead at $5 per 100 lbs.

ZINC SPELTER—Business is increasing and prices steady. We quote : 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

COPPER—The market continues active and prices are held strong. We still quote : Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

ANTIMONY—This metal is still soaring and we now quote 26½c. per pound.

OLD MATERIAL—Receipts are large with a brisk demand for copper and brass. Advances have been made on red brass and scrap zinc. Dealers' buying prices continue as follows : Heavy copper and wire, 15½c. per lb. ; light copper, 13¾c. per lb. ; heavy red brass, 13¾c. to 14¼c. per lb. ; heavy yellow brass, 11c. per lb. ; light brass, 8½c. per lb. ; tea lead, $3 per 100 lbs. ; heavy lead, $3.25 per 100 lbs. ; scrap zinc, 4¼ to 4½c. per lb. ; iron, No. 1 wrought, $11 ; No. 2 wrought, $3 to $5 ; machinery cast scrap, $13.50 to $14 ; stove plate, $10 ; malleable and steel, $5 ; old rubbers, 7c. to 7¼c. per lb. ; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—The quotations below are about correct but subject to strike conditions. We quote nominally :

Anthracite in cars at bridges, egg, stove and nut, $5.50 ; grate, $5.25 ; pea, $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines : Lump, $1.50 ; 3-4 inch, $1.40 ; run of mine, $1.30 ; nut, $1.25 ; N. P. and S., $1 ; slack, 75c. ; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges : 1¼ inch, $2.60 ; ¾ inch, $2.50 ; mine run, $2.40 ; slack, $2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, May 9, 1906.

PIG IRON—Cleveland warrants are quoted at 50s. 0½d, and Glasgow standard warrants at 50s., making prices as compared with last week 1s. 9½d higher for Cleveland warrants and 2d higher for standard warrants.

TIN—Spot tin opened strong at £197 10s., futures at £188 17s. 6d, and after sales of 120 tons of spot and 310 tons of futures closed steady at £197 5s. for spot, £188 12s. 7d for futures, making price compared with last week £13 higher on spot, and £10, 7s. 7d higher on futures.

COPPER—Spot copper opened firm at £83 7s. 6d, futures £82 7s. 6d, and after sales of 200 tons of spot and 400 tons of futures, closed firm at £83 15s. for spot, and £82 17s. 6d for futures, making price as compared with last week 5s. higher on spot and 17s. 6d higher on futures.

SPELTER—The market closed at £26 7s. 6d, making price as compared with last week 5s. lower.

LEAD — The market closed at £16 10s., making price as compared with last week 10s. higher.

U.S. IRON AND STEEL MARKETS.

From the Iron Age, May 10, 1906.

April production of anthracite and coke iron was not as heavy as it was in March. It amounted to 2,073,645 gross tons, of which the steel companies made 1,333,591 tons. This compares with 2,165,632 tons and 1,400,395 tons, respectively, in March. The furnaces are running along at the rate of 484,000 tons a week.

The output of the anthracite furnaces was somewhat interfered with, but, as we have fully explained, hard coal plays so unimportant a part in the iron industry that the stoppage of the mines is only slightly felt. The resumption of work at the Anthracite collieries will not appreciably affect the supply of iron and will have as little effect in causing a weakening in prices as did the cessation of work tend to strengthen values.

The markets for foundry pig iron as a whole are rather quiet, with an easier tendency in some localities.

In steel making irons there has been further activity. In the east one works in the Philadelphia district purchased 10,000 tons at $17.50, delivered.

The cast iron pipe foundries continue exceedingly busy.

Pacific Coast orders for structural material have been very light.

Further rail orders for 1907 delivery are looming up. The Pennsylvania inquiry is for 180,000 tons, and two western roads are in the Chicago market for an aggregate of 70,000 tons.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, May 10, 1906.

Strikes continue to be the most important factor in the iron trade. Following the settlement of the strike of anthracite miners and the weakening of the position of the idle longshoremen, the action of the molders in many cities in quitting work looms into prominence. The anthracite strike has not been important in its relation to the iron trade, about the only effect being the banking of a few furnaces and the strengthening of coke prices. The strike of the longshoremen seems to be very near the collapsing point. They have made a most humiliating failure in attempting to get the mates to leave their boats, and it is evident that the president of the longshoremen's union was deceived as to the strength of the mates' union. The strike of foundry employes extends over a large part of the country, and may have important effect on the market, as the disposition of a large majority of the employers seems to be to close their plants until they can resume under strictly open shop conditions.

A number of important contracts for new industrial plants have been awarded, including the steel for four new blast furnaces for the steel corporation at Gary, Ind., and 5,000 tons for the open hearth plant of the Bethlehem Steel Co. Bids for the construction of the Manhattan bridge have been opened and three of the estimates are nearly $1,000,000 less than those of last year.

Important inquiries for steel cars, including 20,000 from the Pennsylvania Railroad, with numerous small orders, indicate a strong market for plates and other material needed for the construction.

The demand for wire products is exceedingly heavy, especially for nails for use in putting up temporary structures in San Francisco, for which purpose 50,000 kegs have been shipped by the American Steel & Wire Co. The business of that company during April exceeded that of any month in its history.

THE METAL SITUATION.

Report issued by C. S Trench & Co., New York, on May 4.

Among the recent economic changes and phenomena of the past two years has been the increased demand for iron, steel and metals, caused by the developments that have taken place in our present civilization in the line of the use of these materials.

The consumption of the country in iron, steel and metals is breaking all records, and the lead that the United States (as a result of our prosperity, which has given the opportunity for our energetic, progressive spirit to find vent) is certain to, and already is, being followed by older and more conservative countries.

The movement is a genuine one, based on actual economic requirements. There has been absolutely no speculation, with the possible exception of tin, but the largest and best consuming business that the country has ever seen is being done at the highest prices in recent years, and in some cases the highest prices on record.

The outlook continues a brilliant one, and nothing but some dire calamity in the shape of a crop failure or unforeseen war, or other trouble, it would seem, can prevent a continuance of present conditions.

In copper, tin and antimony, consumption is exceeding production. Lead shows signs of being in a like condition. Iron and steel are only able to keep pace with the demands being made. During the past few days in tin, lead and antimony an increased demand has been suddenly developed, probably occasioned by the necessity to replace the California damage and loss. There are no stocks to draw from.

Dealers and consumers for over a year have considered prices dangerously high, and have been carrying no stocks. The demands have been sufficiently large to take the production, and in some cases exceed it. The constant advances the manufacturers have been compelled to make in their goods, finds the demand for them greater than ever, and manufacturers are reluctantly obliged to secure the raw material at the best prices they can, and in several instances this is only accomplished with great difficulty, as in the case of tin, copper, antimony and lead.

Copper, with virtually no stocks anywhere, with production sold up for the next three months, would to-day be at 20 cents, but for the strong control being exerted by the five or six producing interests to keep prices from going higher, and preventing a run-away market. This they are accomplishing by refusing to sell anyone but actual consumers.

Tin now at the highest price on record, with the consumption of the world running for the past year over 150 tons per month greater than the production unless some change in production or consumption takes place, may go higher still.

Antimony, from 8½ cents per pound 12 months ago, is up to 24½ to 25c. now and 30 cents per pound looks now more reasonable than 20 cents did two months ago.

Lead.—In spite of the two advances made in past few days by the trust, is scarce to-day, difficult to get, and we know of orders sent to England within 24 hours on account of supplies not being obtainable here in sufficient amounts.

Spelter has up to the present lagged behind in the remarkable movement being experienced in other metals, but shows signs now of sharing in the good times. We advise watching this article, and believe the purchasing that has been a feature during the past two days foreshadows an active market with higher prices.

Nova Scotia Trade News.

Halifax, N.S., May 9.

After the brisk business of the past two months, trade is now slacking off a little, though the demand for seasonable goods keeps up fairly well. Haying and gardening tools are the principal articles now moving, they being quoted at 60 per cent. off the list. Metals are steady and sales of rope are about over for the present. Nails are going out in small quantities at $2.25 for wire and $2.40 for cut. These prices are base. Tarred sheathing is in good demand, and also plain and barbed wire. Trade is fairly good for builders' supplies, and gives promise of greater development. Orders from the gold mining sections are not quite up to expectations. The development of the properties, especially those at Seal Harbor, is not so extensive as at first proposed.

* * *

In Cape Breton there is plenty of work in the mines and mills. The contract secured by the steel company for the supplying of 6,000 tons of rails for Vancouver is well received. These rails will be taken around the Horn by the steamer Boveric. As the company will not be ready to ship their cargo of rails before a month, the steamer, which is now at Sydney, will in the meantime be placed in the coal trade.

* * *

The various collieries of the Dominion Coal Company produced approximately during the month of April 296,000 tons.

* * *

The approximate output of the Dominion Tar & Chemical Co. for the month of April was 2,000 tons of the various coal tar products.

* * *

The water and sewerage committee of the Dartmouth Town Council has recommended the acceptance of the tender of the Standard Drain Pipe Company, of New Glasgow, N.S. The firm's tender was as follows: 9 inch sewer pipe, 48 cents per yard; 18 inch sewer pipe, $1.59 per yard; 9x6 junction, 75 cents per yard. Messrs. Max Ungar and John Doyle, of this city, have each furnished $2,500 security for the carrying out of the contract by the New Glasgow firm.

* * *

Fifty cars of three tons capacity have arrived at North Sydney from the Rhodes-Curry Co.'s car works, Amherst, for the Victoria Gypsum Company at Munroe's Point, Victoria. The company is planning extensive operations for this season and expects to ship 10,000 tons of gypsum before the close of navigation. The cars will be taken to Munroe's Point on scows.

The Maritime Gypsum Company has received at its quarries, Amherst Point, a new locomotive for use at its works, and expects to be shipping plaster and rock from its wharf this week.

* * *

J. T. H. Wise, the electrical expert who has been brought by the Maritime Coal & Railway Company to investigate the projected power scheme for Amherst, has arrived at that town. In company with David Mitchell and W. L. Russell, manager of Allis-Chalmers-Bullock, Limited, they visited the various points between Waccam and Moncton. In an interview Mr. Wise declared he knew of no parallel undertaking in Canada, but declared that the scheme would have the same benefits as in many cases where power has been generated from waterfalls and transmitted a long distance. The intention of the company is to light and supply the town of Amherst with power. Continuing, Mr. Wise said that where this had been done industrial towns had doubled their population in nearly every instance. He cited the case of Hamilton, Ont., which as a result of a power scheme had increased its population from 30,000 to 60,000. He expressed the opinion that Amherst would experience a boom as the result of the consummation of Mr. Mitchell's scheme.

Hardware and Metal Conditions in Manitoba.

Market quotations corrected by telegraph up to 12 a.m. Friday, May 11, 1906.)
Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

FLUCTUATIONS—
Solder—Advanced 1c. per lb.
Linseed oil—Reduced 2c. per gal.
Clevises—Advanced ½c. per lb.

Notable changes this week are few and unimportant. There is a large volume of business being transacted in a steady market, prices holding firm on all staple lines.

SCREEN WIRE CLOTH — Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE—Prices are steady. We quote: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—Revised list and discounts are now as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅝ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ½, $7.20; ⅝, $4.60; ¾, $4.30; ⅞, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts are now 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS — The discounts from list prices are 45 and 5 p.c.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—The list on "Irwin" auger bits is now the same as on common bits. Discount on "Irwin" is 47½ per cent., and on the common bits 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES — The price is now 1¾c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 p.c.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—As noted last week, the price has been advanced $3 per dozen. We quote: Royal Canadian, $33; R.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—The price has advanced to 25c. per lb. Block tin is quoted now at 45c. per lb.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Price has been reduced ½c. per lb. Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC. — We quote as follows: Cartridges, Dominion R.F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33⅓; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Elev's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.00; chilled, $7.50; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—We quote: Bar iron (basis), $2.70; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The price is steady at the recent advance to $5.00 per cwt. for small lots, with a reduction of 25c. per cwt. on ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10⅜ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are steady. We quote: Silver Star, per gal., 21½c.; Sunlight, 22½c.; Eocene, 24½c.; Pennoline, 25½c.; Crystal Spray, 24½c.; Silver Light, 22½c.; Gasoline, 70-72 (engine), 25½c.; in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE Linseed oil has been reduced 2c. per gal-

RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

MUNRO WIRE WORKS, Limited

NEW GLASGOW, N.S., AND WINNIPEG, MAN.

E-Z FLOOR STAIN

BEAUTIFIES YOUR FLOORS

AND

MAKES OLD FURNITURE NEW

EASY TO APPLY. QUICK TO DRY.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY. EDMONTON WINNIPEG

We Manufacture in Winnipeg :

Metal Shingles, Sidings and Ceilings, Corrugated and Plain Round Conductor and Eavetroughs in 10 ft. lengths, Metal Windows, Cornices, Skylights.

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PILKINGTON BROS., LIMITED

(WORKS : ST. HELENS, ENGLAND)

BRITISH PLATE AND WINDOW GLASS

ALSO

Wired Rolled — Wired Polished Plate — Prismatic Glass

Figured, Rolled and Cathedral — Rolled Glass

Muffled, Obscured and Enamelled Glass — Plain and Bevelled Mirrors, etc.

Prices on application. FULL STOCK IN OUR WINNIPEG WAREHOUSE.

OFFICE AND WAREHOUSE: 157 MARKET ST., - - - WINNIPEG, MAN.

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Also Montreal, Toronto and Vancouver

lon. We quote : White lead, pure, $6.75; bladder putty, in bbls., 2½c.; in kegs, 2¾c.; turpentine, pure, in barrels, $1.07; less than barrel lots, $1.12; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote : 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75;91 to 95, $17.30; 96 to 100, $0.00.

New Brunswick Trade News

St. John, May 7.

Fairly brisk trade with prices remaining firm, about sums up the state of affairs in the local hardware world. There has been nothing of especial interest marking the past week or so in trade circles, but so long as business continues good dealers will not find fault with an uneventful season.

* * *

The manufacturers of builders' materials have lately given their price list a revision. The result is not at all

Glaziers' Sundries!

Send us your orders when in a hurry and mark **"RUSH"!** for any of the following :

Putty in bladders
Putty in bulk
Glaziers' Diamonds
Red Devil Glass Cutters
Glaziers' Rules
Cutting Boards
Glaziers' Points
Point Driving Machines
Putty Knives, all styles

Complete stock for immediate shipment from either Winnipeg or Calgary. All orders shipped same day as received.

G. F. STEPHENS & CO.

LIMITED

PAINT AND COLOR MAKERS

WINNIPEG and CALGARY

startling. Prices of tarred and dry sheathing have been lowered five cents per roll, but other figures are practically unchanged. Three-ply roofing is now offered at about $1.20 per roll; two-ply roofing sells at about 25c. less per roll; tarred felt may be purchased at $2 per hundred, and tarred sheathing goes at 45c.; dry sheathing is offered at 35c. It will be seen from the foregoing that the prices now prevailing do not differ materially from those of six or seven months ago. In St. John, though, building operations are not especially heavy. Of Summer cottage building, however, there is quite a bit.

* * *

Linseed oil is again showing quite a pronounced upward tendency. Prices are temporarily very firm and higher quotations are anticipated in the near future. Strong demand and a shortage in the crops are given as the principal reasons for the state of the prices. The raw oil sells at figures around 60c.; the boiled at 3c. or 4c. higher.

* * *

The tin figures are becoming a little short of alarming. If the supply of tin has been cornered the effect of the move is being felt in real good style. We are told that record prices are being asked, or have been asked, across the water, and dealers are beginning to fear record prices here, which will prove disastrous. The market of 1905, strong though it was, could not compare with that of the present year. Importers of ingot tin are now paying 6c. and 7c. more than they paid six weeks ago, and tin plate figures are also tending skyward again.

* * *

Brass rivets and machine-made screws are stronger in price than they were a short time ago. Nails are not turning one way or another. Wire nails continue 15c. or so below the price of cut nails. The demand all round is satisfactory. Horseshoe nail prices are firm.

* * *

The city council has decided to instal regulating valves in connection with the new water system. Part of the water system is temporarily to be taken from under the control of Director Murdoch, while the valves are being placed. This move has caused considerable comment in the city.

* * *

W. H. Thorne has recently returned from a southern trip. Report had it that he intended to invest in some Mexican and Cuban projects, but Mr. Thorne has said his trip was one of pleasure only.

QUOTATIONS WANTED

SPINNERS—Quote prices on zinc and copper 1 to 12" spun half balls, in quantities, to Box 530, HARDWARE AND METAL, Toronto.

SIDE LINE

FIRST-CLASS SIDE LINE for travellers calling on hardware, stove and tinware trade. Box 528, HARDWARE AND METAL, Toronto. [19]

SITUATIONS VACANT

HARDWARE CLERK—With knowledge of stoves; good salesman; state age, experience and salary. Send references. Estate A. Thompson, Bradford, Ont.

MR. QUINN'S NEW POSITION.

The announcement that Mr. M. J. Quinn had resigned his position as mechanical superintendent for the Ontario Government and intended accepting a position with one of the most enterprising heating supply houses in Canada, was read with great interest by the trade who have become quite familiar with Mr. Quinn through his able articles on plumbing, heating and ventilation in Hardware and Metal during the past year.

Mr. Quinn, as will be seen from the reproduction of his photo, is still a young man, being only thirty-two years of age, but for twenty years he has been a valued employe of the provincial Government, starting work two decades ago as assistant plumber, and working for eight years with the tools on all branches of plumbing and heating work. He was then appointed sanitary inspector for the province, and later on became mechanical superintendent in addition to his duties as sanitary inspector.



M. J. Quinn, Toronto,
Who has resigned his position as Mechanical Superintendent of Province of Ontario.

In this latter capacity he had charge of all the heating, ventilating and plumbing work in the asylums, prisons and schools in Ontario, as well as the jails and lockups in the unorganized districts, all work done in these institutions being practically under his supervision. He has also been called upon at various times by the Provincial Board of Health to give the medical men the benefit of his practical knowledge, and as a result of his work on behalf of better sanitation, he has become recognized by the medical fraternity throughout the province as an authority on all sanitary questions.

In voluntarily resigning from the public service, Mr. Quinn has taken a rather uncommon step, most men being desirous of securing a comfortable berth for life in the pay of the elected representatives of the people. Hon. Mr. Reaume, Minister of Public Works, has written Mr. Quinn a letter regretting his decision to resign, and highly commending him for his faithful services to the Public Works Department, and ex-Premier Geo. W. Ross, on learning of Mr. Quinn's resignation, also wrote regretting the step and stated that during all of the twenty years' of service for the province Mr. Quinn had never been reported for any irregularity.

Mr. Quinn's new position is with R. J. Cluff & Co., who have secured all Canadian rights in connection with the Thomas Acme air purifying and cooling system, which is well known as one of the most simple and successful air washing appliances in use in any part of the world, the patentees guaranteeing to put air into any building with 98½ per cent. of the impurities removed after making due allowance for lack of proper care of the plant by employes. Mr. Quinn will look after the installation of this system in all classes of buildings throughout Canada, and will in addition give the Cluff Company the benefit of his wide experience in the installation of heating and ventilating systems for all buildings.

PLUMBER WON'T PAY FINE.

There have been some lively times this week in Toronto owing to an endeavor made to force J. J. Power, Spadina avenue, to pay the fine imposed upon him in connection with the recent plumbers' trials. Mr. Power has been interviewed by the bailiff and police officers, and, it is said, was even taken to the jail door, but the authorities hesitate to imprison him for the debt. It is reported that the chancellor will decline to order his committal, and if Mr. Power escapes paying the fine there will be some sore heads amongst those who have cashed up.

WHY MEN FAIL.

Everyone knows men whose failure to rise in the world is plainly due to their inability to take the other man's point of view. I have in mind a salesman in a great mercantile establishment who is a genuine hustler, a persistent worker. He has a high forehead, a strong nose and chin; his general appearance is agreeable. What is the matter with him? Why can one so surely predict that he will never rise to the lucrative positions in his business he might legitimately aim at? Because he is always complaining of the exactions of his superiors, the long hours, insufficient pay, the use of the time clock, the necessity of caring for his stock, and a hundred other things that prove how far he is from comprehending or trying to comprehend his employer's point of view. He never in all his 30 years has caught even a glimpse of himself from anybody's point of view but his own.

How can you gain another man's point of view? First, by posting yourself on his business; then by the use of whatever reason and imagination you possess trying to think his thoughts after him. Every ambitious worker, then, should post himself on his employer's business. Let your curiosity and your observation eat it up bit by bit. Ask questions of everyone whenever you can do so without becoming offensive. Let no process that comes to our notice as a subordinate escape your complete understanding. Never be satisfied with

simply obeying orders; obey certainly, but as quickly as possible learn the full significance of the order you have obeyed. If your employer insists on a certain routine that you as a subordinate find inconvenient, comply with it, not only because that is your simple duty, but because as an ambitious man you should put yourself in his place.

THE MAN WHO CHEATS HIS WORK

An employer of thousands of men was asked what thing in all his large operations gave him the most concern. "The man who does a little less than is expected of him," is the reply. "He is the dangerous factor in all business. The absolute failure we readily discover and discharge, but the 'almost' escape detection for months and often for years, and they make our losses as well as our fears," and with a very serious smile he added, "The drip in business is worse than the leak."

Thousands of men fancy they are fulfilling their duty to their employers and to their tasks by keeping hours and performing just enough to hold on to their positions. They have an idea that to do more would be to give larger service than their compensation required. They object to what they believe would be extra values. "The old man shan't get more than he's paying for" is the vernacular.

Possibly it never strikes these trimmers that in cheating their work they are doing double damage; they are injuring their employers much, they are robbing themselves more; they are, in fact, losing everything in life that is worth while. They fare worse than if they did nothing at all, for time with all its precious values slips entirely from them and leaves no substance or satisfaction. Half doing soon brings undoing. It is the nine-tenths doing or the ninety-nine and one-hundredths doing that bleeds business and saps character.

EVOLUTION OF FISH HOOKS.

Practically the only advance in fish hooks of bronze fashioned very similar inventions is in the better material used. Fishermen along the lakes of Switzerland in prehistoric days used hooks of bronze fashioned very similar to the steel hooks used in this day. Fish hooks fashioned from the tusks of wild boars were also used by the fishermen who plied their vocation along the Swiss lakes. Bronze hooks, almost identical in style to those used now, were used by the ancients who angled in Lake Morat, and clipped flint hooks of ancient manufacture have been found in Sweden. The aborigines of Wisconsin used native copper in the manufacture of fish hooks, and many of these implements have been found in the mounds along the lakes in that state. The ancients used much larger hooks, however, than those employed by modern anglers, which would indicate that they fished for larger game than the fishermen of this age. The addition of the barb on the sharp end of the hook is a comparatively modern invention.

FOUNDRY AND METAL INDUSTRIES

An iron foundry will be built at Red Deer, Alta.

The Standard Bolt & Screw Co., Toronto, will build a factory.

The Dominion Iron & Steel Co. shipped during April 15,500 tons of steel.

The Montreal Rolling Mills Co. have taken out a permit for a building to cost $60,000.

Some large quantities of mica are being taken from Edward Smith's mine at Burgess, Ont.

The Canadian Mining & Smelting Co. contemplate establishing a concentrator in Vancouver.

The Hamilton Steel & Iron Co. will open their new spike mill at their smelting works in a few days.

Hillis & Sons, stove manufacturers, of Halifax, have sold out their Sydney stores to Mrs. M. D. Scott, of Sydney.

The Jenckes Machine Co., Sherbrooke, Que., have built a 250-horse-power hoist for the Granby smelter at Phoenix, B.C.

The Minister of Mines for Ontario announces that a free site will be given any one building a smelter in New Ontario.

The Hensall, Ont., foundry has been sold to Hunt & Boyd, London, who will manufacture radiators and plumbing supplies.

The Dominion Iron & Steel Co. have concluded a contract with the Pacific Construction Co. for 4,000 tons of steel rails.

The Bridge and Structural Iron Workers' Union have signed an agreement to work for 30 cents an hour with the usual overtime rates.

Chappel Bros. & Co., Sydney, N.S., are installing a four-and-a-half-ton molding machine, made by J. Ballantine & Co., of Preston, Ont.

The Canadian General Electric Co. ask the city of Peterborough for a fixed assessment of $150,000 on condition they expend $300,000 more on their plant.

The additions to be made to the Cockshutt Plow Works at Brantford, will consist of a 70 foot extension to the storage building, and a like sized addition to the molding shop.

The molders of Hamilton have settled their troubles with the employers. Their scale of wages will remain the same. The employers wanted to make a cut, while the men wanted an increase.

A New York firm has made a contract with Mr. Farnham, of the Hastings county iron mines, for a large supply of ore. A railway will be at once built to the mines from L'Amable station, five miles distant.

The Dominion Copper Co., of Phoenix, B.C., will install a 30-drill compressor and a hoist of 150 horse-power. With these and other new machines they purpose installing they will be able to treat 1,200 tons daily.

Work has been commenced on the Model City on Lake Michigan where the Indiana Steel Co. proposes to build the largest steel mills in the world at a cost of $10,500,000. The new city is to be built to accommodate the toilers at the mills.

In addition to the plant the Hamilton Steel & Iron Co. have installed for the manufacture of railway spikes, they will also shortly put up a plant for the manufacture of pipes and tubing. Their new blast furnace will have a capacity of 400 tons, but its particular location has not yet been decided upon.

The output of the Granby Consolidated for the month of April shows approximately 2,000,000 pounds. Late in the Summer additions and improvements will probably have been completed, enabling an increase in the yearly production of copper to 33,000,000 pounds. Within two years or so a further increase to at least 50,000,000 pounds per annum is expected.

PROPOSED STOVE WORKS FOR MORRISBURG.

The establishment of a stove factory is now talked of at Morrisburg, Ont., and there is no doubt if such an undertaking were carried on by a good strong company it would have more chance of success than the one-time all-important tin plate and sheet metal industry that was to make Morrisburg the Birmingham of Canada.

In the Morrisburg Leader a short time ago an appeal was made to men who had money to invest in that town, to build houses to accommodate the influx of population that would result upon the completion of the tin plate works. Two columns were also devoted to the tin plate industry itself in an effort to make it appear that it was a live issue; but it was pointed out by different correspondents to the Herald that the tin plate company made promises over a year ago to build some two or three hundred houses as soon as the by-law was passed, and that these promises have not yet been fulfilled.

No doubt the citizens of Morrisburg can size up the situation pretty well for themselves and will not need to be exhorted to invest their money in real estate when the time comes to warrant them doing so. If a large stove works is established in Morrisburg it is altogether likely that accommodation for workmen will be found, but until that time it can not be expected that people will invest money in building houses to accommodate visionary workmen.

LONGSHOREMEN'S STRIKE.

Business houses in Western Canada have been severely handicapped by the strike of longshoremen on the upper lakes during the past couple of weeks.

It is just at this time of the year that shipments are particularly heavy, and goods for Manitoba and the west are invariably routed lake and rail. The complete tie-up of lake traffic will mean that dealers in that part of the country will be two weeks late in receiving their shipments. Moreover, although the men have now gone back on the basis of last season's wages, there will be increased charge for freight transportation for some time at least.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Metal Shingles.

Catalogue No. 15 of the Metal Shingle & Siding Co., Preston, is designed with a view to show the variety of work that is done with sheet metal. Dealers should have this catalogue as there are many useful articles in it.

Brass Goods.

The Eagle Brass Works, Detroit, are sending out their illustrated catalogue "C," of plumbers' brass goods. It shows some good articles and should be in the hands of those who are in the plumbing trade.

Cook Stoves and Ranges.

Merrick, Anderson & Co., of Winnipeg, illustrate some fine cook stoves and ranges in their catalogue and those who have not yet received a copy can do so by dropping a line. Their three lines, known as the Jewel, Treasure and Monarch, have proven good sellers.

Self-Measuring Oil Tanks.

Catalogue "V," from S. F. Bowser & Co., 530 Front street west, Toronto, tells of the saving effected by the use of their self-measuring oil tanks. These tanks are a great time and oil saving device that should be of interest to all hardwaremen and others who sell oils. A card will bring this catalogue.

Haying Tools.

This is the time to prepare for the season when haying tools and accessories will be required. The Hobbs Hardware Co., of London and Toronto, illustrate a complete line of these goods, including hay forks, pulleys, tracks, etc., and will be glad to supply dealers with a copy.

Sash Locks.

A sash lock that locks the window either open or closed, and withal prevents any rattling, is a thing that all builders and householders can appreciate. They retail at a low price and those who are not conversant with them may have a sample upon application to the Safety Window & Lock Ventilator Co., of 17-21 Quincy street, Chicago.

Pike's Sharpening Stones.

The Pike Manufacturing Co., of Pike, New Hampshire, are calling attention to the new method they have adopted of selling oilstones, sharpening stones and razor hones. Instead of selling by the pound as is usually the way, these stones are sold by the dozen, so that in price marking there will be no necessity of weighing the stone to find its cost.

They have got out a new list of stones which covers all the items sold in their special assortment, the advantage of which is that the dealer can purchase stock for refilling their selling assortments, or purchase regular stock by the dozen. This way of handling stones ought to appeal to the trade as it is a decided improvement on existing ways. As Pike, N.H., is in the centre of the maple sugar land, the manufacturers are taking the novel way of introducing their stones by presenting their customers with a jar of maple syrup or sugar included in the boxes of stones ordered.

——advise "Metallic" lines

Have you drummed up "Metallic" Building Materials yet to the farmers in your district ?

Many of them are going to put up some barns or other farm buildings sure, or perhaps going to re-roof some old ones or put on siding.

It ought not to require much talk, when backed by samples, to show them why sheet metal is the right stuff for roofing or siding and why the "Metallic" brand is best. He's been reading our ads. Suggest it to him and show our catalogue.

Samples—if you haven't them—sent free.

Profits on our line are large—no stock to carry—catalogue makes the sale

OUR NEW $10,000 CATALOGUE We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

THE METALLIC ROOFING CO.
OF CANADA, Limited
(Established Twenty Years)
Toronto and Winnipeg

We also manufacture:
"Eastlake" Metallic Shingles
"Metallic" Ceilings and Wall Plates
"Metallic" Cornices, Skylights and Ventilators
"Metallic" Sheet Metal Fronts
"Metallic" Siding (Stone, Brick, etc.)
"Impervia" Fireproof Windows
"Empire" Metallic Shingles
"Metallic" Crestings and Finials
"Metallic" Corrugated Iron
"Hayes" Metallic Lathing.
"Metallic" Eavetrough and Conductor Pipe
"Metallic" Pressed Zinc Ornaments
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description. 418

New Wheel Nut.

The Adjustable Axle Nut Co., of London, Ont., are putting on the market a nut for vehicle wheels which does away with the necessity of leather washers. It screws up tight against the shoulder of the box like any other nut, but in addition has a sleeve or barrel which can be adjusted to take up any lost motion, and locked in position with a set screw. The proprietors have issued a descriptive booklet with price list, which they are sending out.

Pink's Lumbering Tools.

Thomas Pink & Co., of Pembroke, Ont., who are large manufacturers of lumbering tools of all kinds, will be glad to send their catalogue and price list to all who are interested in these tools. This firm makes an extensive range of lumbermen's supplies and their name is well known both in Canada and abroad.

Spear & Jackson Saws.

The long established firm of Spear & Jackson, of Sheffield, England, needs scarcely any introduction to Canadian hardwaremen, and their line of hand saws has always been popular. A catalogue of these saws will be furnished any dealer on dropping a line to the manufacturers.

Meat Choppers.

The Enterprise Manufacturing Co. of Pennsylvania, Philadelphia, call attention to their meat juice extractors, bone mills and food choppers in some bright literature which they are sending to the trade. If you have not yet received a catalogue, better drop a line, as they are good goods.

CATALOGUES WANTED.

Stillman Bros., Keene, Ont., are desirous of receiving catalogues from concerns advertising in Hardware and Metal.

FAILURE.

What is failure? It's only a spur
To a man who receives it right,
And it makes the spirit within him stir
To go in once more and fight.
If you never have failed, it's an even guess
You never have won a high success.

What is a miss? It's a practice-shot
Which we often must make to enter
The list of those who can hit the spot
Of the bull's-eye in the centre.
If you never have sent your bullet wide,
You never have put a mark inside.

What is a knock-down? A count of ten
Which a man may take for a rest.
It will give him a chance to come up again
And do his particular best.
If you've never been bumped in a rattling go,
You never have come to the scratch, I know!

"CARRON" PIG IRON

Best Scotch make.

Prices Moderate.

A. C. LESLIE & CO
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Deseronto Iron Co

LIMITED
DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

CANADA SMELTING CO.
Limited

STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

PRICE and QUALITY
are two vital elements in
GILBERTSON'S
COMET GALVANIZED SHEETS

That means they are soft, smooth, and easily worked, that they are flat, well galvanized and that they are lower in price than other high grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES.

PAINT, OIL AND BRUSH TRADES

BY-PRODUCTS OF COBALT ORES.

A $600,000 ore smelter is to be built at Cobalt which will smelt the product of the northern mines without wasting any of the minerals contained in the ores. With the process now carried on in New Jersey, where the ore is sent for treatment, to get the metal out necessitates the loss of whatever other valuable minerals are contained in the ore, one of which is arsenic. With the new process everything will be saved.

In Germany, for hundreds of years a secret process has been successfully carried on in the treatment of ore similar to that found in Ontario, and the promoters of the new smelter, in order that this process may be introduced into their new plant, have arranged for two German experts to come over from the Royal Geological Institute, of Berlin, and take charge of the work.

Cobalt, which is largely used in coloring glass a delicate hue, finds a permanent market in Germany, while arsenic is in constant demand, and is at present a scarcity in this country. Besides the value of arsenic as the chief ingredient of paris green, and its use in other paint pigments, it is used in the manufacture of plate glass, a factory for which is one of the subsidiary schemes the promoters of the new smelter have in view for the future.

PREPARED PAINTS IN HARDWARE STORES

It is evident that the use of paint appeals directly to the larger and better class of general hardware customers, says New York Hardware. The builder, the contractor, the house owner, the farmer, who depend on hardware for many important needs, find paint equally essential and even if other things were no more than equal they would find it convenient to include their paint with building materials, trimmings or household necessities. It not only becomes a convenience and expedites business for them but facilitates delivery and the ease of renewing supplies. The merchant loses no time in talking paint while selling other house material and it becomes a distinct gain to both sides. Not only this, but a paint stock complements and fills out the other hardware lines and the customer who may at first have been attracted only by the paint proposition, finds other wants appealed to in discussing this purchase, and the general business grows thereby. There are other features sufficiently evident but worthy of consideration. A prepared paint stock with its convenient packages, always sold unbroken, requires little or no additional expense for storage or help; it is quickly and economically handled and sold; properly kept, it always makes an attractive appearance on the shelves, and the depreciation, if any, on stock carried over, is so extremely slight as to be of no account.

There are at least two good paint selling seasons, Spring and Fall, when there is good opportunity to push the goods forward and insure sales by active advertising and display. This opens the way for a good paint demand during nearly six months of the year while the sale of the numerous household specialties in the way of family paint, buggy or wagon paints, enamels, stains, varnish paints, gold and silver paints, etc., has no limit of time or season and they are likely to be articles of constant and daily demand. It should not be forgotten, either, that from the standpoint of profit the prepared paint trade has strong points in its favor. On prepared house paints which command the largest single sales the margins vary from 25 to 40 per cent., depending mostly on the quality selected, the enterprise of the merchant and the interest he takes in demonstrating the excellence and economy of his goods.

In the selection of such a line the wisest judgment is essential. Don't under any circumstance handle cheap stuff or allow your name to become associated with inferior, short measure paint, sold only on the price or an ambiguous guarantee. Get the best. Get a well known, well advertised brand that has been tried and tested and proved its merits. Arrange for an exclusive agency to get full benefit from your efforts in building up a trade; then maintain your prices on a satisfactory margin and pass a sale now and then, if necessary, rather than do violence to a consistent and reasonable business policy. Such a course has never been known to fail in establishing a growing and a paying business.

There is probably no line of manufactured goods which are accompanied by more forceful and helpful selling features than the best prepared paints of the present day.

The few leading manufacturers of brands with a reputation behind them are devoting no end of ingenuity, skill and expense to place the arguments, necessities and requirements for good painting before the general consumer and vie with each other to do this in the most attractive, persistent and effective way.

Altogether we regard the prepared paint proposition of the present day as one of the most natural and profitable adjuncts to the general hardware line and we believe it merits the most serious and careful attention both from those who are now handling such goods and from all who have not yet seen their way clear to do so.



Ask an Agent

for

Elastilite Varnish,

anywhere in the Dominion, what he thinks of it and the result will be an order from you by mail or first time our traveler calls.

The Quality does it. In tins only, ½-pint to 1-gallon.

Manufactured only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, ONTARIO, CANADA

THE PRICE SUITS ALL

When customers want a paint specially suited for Barns, Roofs, Buildings, etc., and want it **very cheap**, you can give them

Essex Metallic Paint

and rest assured that you will get the order a second time.

ESSEX METALLIC PAINT will do a great variety of work, and there is bound to be a call for it. "Essex Metallic Paint"—see that your next order specifies it.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

REPEAT ORDERS ARE COMING IN

every day for

JAMIESON'S FLOOR ENAMEL

We have made it as perfect as we know how and do not believe it can be improved on at any price.

Order on a small lot to try it. You will then know how pleasant it is to sell something really good for a floor. People will take the trouble to call back to tell you how well satisfied they are. They are doing it now as we know from many reports received.

Manufactured by

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St. MONTREAL

Write for prices and show card

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Hardware Dealers and Glass Merchants.



Agents for Canada: A. Ramsay & Son Company, Montreal

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND

OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent

GODFREY S. PELTON

201 & 202 CORISTINE BUILDING, MONTREAL

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade

GLAZIERS' DIAMONDS



IN ALL PATTERNS.

Made only by thoroughly experienced workmen. 10 years as cutter and 16 years as chooser and setter being the experience of our head setter.

Canadian Agent, J. B GIBSONE, P.O. Box No. 478. MONTREAL.

From whom users of glaziers' diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods.

ANCHOR BRAND
H & P
REGISTERED
TRADE MARK

KEEP AN OPEN MIND

as to the merits of

Anchor and English Liquid House Paints

in which the only White Lead used is Brandram's B. B. Genuine, until you have compared them with others.

We then await your decision with an **even mind.**

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

Manufactured by

HENDERSON & POTTS, Limited
HALIFAX and ST. JOHN

HENDERSON & POTTS CO., LIMITED
MONTREAL and WINNIPEG

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 11, 1906.

No changes in paints and oils have been reported, and conditions generally have remained the same for several weeks past. Such is the pressure in many quarters that some manufacturers have been compelled to take their travelers off the road until they can catch up with the heavy Spring bookings.

Dry colors continue to receive a fair amount of attention, but the heavy shipments are mostly in coach and car colors, white lead, liquid paints and varnishes. Oil stains and sundries are also in good request, and there has been a sharp inquiry for red lead and all lead products which are now arriving. The shipments now coming to hand will tend to relieve the shortage in tnese articles.

Canadian agents of foreign firms manufacturing castor oil have been advised that prices on that commodity have gone up. This is the result not only of the poor crop but also of the world-wide demand which has developed for seconds, most of which is being used for lubricating purposes. The first shipment of castor oil to reach this country arrived this week on the steamer Hurona.

TURPENTINE — The local market shows a very brisk demand, which keeps pace with that for all paint materials. We quote: Single barrels, 97c. per gallon; two barrels or over, 95c. per gallon; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

LINSEED OIL—We quote: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c. to 60c.

GROUND WHITE LEAD — We give prices as follows: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC — We quote as follows: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD—Prices are firmly held as follows: Genuine red lead in casks, $5.75; in 100-lb. kegs, $6; in less quantities at the rate of $6.75 per 100 lbs.; No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

GUM SHELLAC — We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The market is firm at following prices: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—New prices have not yet been issued and meanwhile quotations can only be obtained from the manufacturers direct.

GASOLINE—Price has risen of late, and ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at the advanced price of 24c. in bbls.

WINDOW GLASS — No shipments have yet been received on this side, but a large cargo of glass is expected within the next ten days, as one of the large liners is now loading over 2,000 tons for one of the large Montreal importing houses, at the port of Antwerp. Prices remain steady and we still quote as follows: First break, 50 feet, $2.10; second break, $2.20; first break, 100 feet, $4; second break, $4.20; third break, 100 feet, $4.75; fourth break, 100 feet, $5; fifth break, 100 feet, $5.25; sixth break, 100 feet, $5.75; seventh break, 100 feet, $6.25; eighth break, 100 feet, $6.50. Diamond star, first break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second do., $4.80; third do., $5.75; fourth do., $6.50; fifth do., $7.50; sixth do., $8, and seventh do., $9. Double thick, first break, 50 feet, $3.45; second break, $3.75; first break, 100 feet, $6.75; second do., $7.25; third do., $8.75; fourth do., $10; fifth do., $11.50; sixth do., $12.50; seventh do., $14; eighth do., $16.50; ninth do., $18; tenth do., $20; eleventh do., $24; and twelfth do., $28.50.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 11, 1906.

Linseed oil still holds firm, with confirming reports of a shortage on Indian and not the usual amount Argentine seed to cover this falling off. Seed from Duluth has been crossing the ocean in large quantities for some time, but this also has been checked for the time being by the 'longshoremen's strike. Altogether the situation would seem to indicate that firm prices will obtain.



DON'T PUT YOUR FOOT IN IT!

Steer clear of unreliable paints if you want your business to grow steadily. Good quality to-day, ordinary quality to-morrow, won't do. The people demand **sure** results.

All the more reason why you should get

Ark Brand Paints

and show them in your store—**conspicuously.** Our **FLOOR PAINTS** are made to meet all the demands of wear and service. Tests have proven them to be superior to any other floor finishes. These paints are pleasing particular people. They will please your customers.

☞ *SEND IN YOUR FIRST ORDER* ***NOW.***

Everybody praises MURESCO WALL FINISH. Do you stock it?

THE FRANCIS-FROST CO. LIMITED
TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish



Roof Paints Mean Business

Have you a good line of Barn Paints?
Let us show you

Ramsay's Outside Paints

They sell at $1.00 a gallon, and that leaves you a handsame profit.

See our show card with our favorite Red No. 108—the correct thing for barns, roofs, bridges; also our Rubber Roofing Black.

See the price—see the profit.

Easy to sell—no unnecessary talk.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

HERE YOU ARE!

You have some slow-sellers in your store. Displace them! Get in a supply of

Brant-Lac
(A Varnish Wood-Stain)

Brantine Oil Finish
(An Interior Wood-Finish)

Ironite
(A Varnish Floor-Finish)

Turpentine Shellac
(A First-Coater)

These four lines SELL. They also give highest satisfaction. Prices should prove interesting.

SCARFE & CO., Manufacturers of Fine Varnishes, etc.
BRANTFORD, CANADA
Thomas Black, 76-82 Lombard St., **Winnipeg, Man.**

The Canada Paint Company, Limited

Toronto, Montreal and Winnipeg

MANUFACTURERS OF

Dry Colors
Oil Colors
Japan Colors
Liquid Colors
White Lead
Japans
Varnishes
Specialties
Triple Strength Tints
Handy Varnish Stains

The Canada Paint Company, Limited

Toronto, Montreal and Winnipeg

Our quotations this week are a cent higher.

Turpentine continues firm at the same quotations, and the feeling is generally prevalent that prices will keep up pretty well. A few days ago one of the large shippers in the south refused a contract for 5,000 barrels for May, June, July and August delivery, fearing he could not meet it in the time specified.

White lead remains unchanged in price but with an increasing demand. There is a company formed in Toronto who are said to have in hand the building of a plant which will produce lead by an entirely new system, in a much shorter time than is ordinarily taken.

Glass is quiet just now, and considerable is said to be on hand. There are reports that some of the European manufacturers will come together with a view to restricting the output, and thereby firming up prices.

All paints and colors have been selling well during the past week, and the outlook continues exceptionally bright, outside men keeping up good bunches of orders.

WHITE LEAD — Ex Toronto, pure white, $6.30; No. 1, $5.92½c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 560 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7½c.; No. 1, in casks, 6c.; in 100 lbs., 6½c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12½ lbs., 8½c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN—Prices have been withdrawn owing to recent advances.

SHELLAC VARNISH — Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 59c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 62c.; 5 to 9 barrels, 61c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE — Single barrel lots, 96c. to 98c. f.o.b. point of shipment, net 30 days. For less quantities than barrels, $1.03 per gallon will be charged.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11½c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11½c; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS — Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 8½c to 9c. per lb., and 10c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM—Prices continue unchanges. We quote: Canadian, $1.36; Pennsylvania, $1.61; Ohio, 94c.

NEW PROCESS OF MAKING WHITE LEAD.

What promises to be a factor in the white lead trade is a patented process of manufacture controlled by George E. Kingsley, of Toronto. Mr. Kingsley has been at work on a secret process for some years and has it now to such a state of perfection that the production of a pure white lead direct from galena is a matter of only twenty-four hours.

The manufacture of white lead is ordinarily a long series of treatments beginning with smelting the ore into pig lead, and then casting or rolling it into thin sheets, after which it passes through the corroding period and is made ready for market in from seven to eleven weeks.

The new process is by precipitation, and the finished product is an amorphous hydrocarbonate of lead (white lead), which in appearance has that pure whiteness so much desired. Other features claimed for the new process are a complete saving of all by-products, and a reclaiming of the solvents used in the treatment, which make the process an economical one.

A five-ton plant was in operation in England last year and produced a white lead pronounced by scientists and practical men to be of a very high grade and fully equal to any in covering capacity. A similar plant will be in operation in a few weeks at property on the Don River, purchased from Thomas Davies by a company who have the matter in hand. Machinery and appliances for a fifty-ton plant are also now being made, which when ready will be installed in place of the small plant that will be used in the meantime.

Galena, from which lead is made, is found in large quantities in Northern Ontario, and blende, or blackjack, a zinc ore which has also been successfully treated by the same process, is found in many places in eastern Ontario and Quebec.

THE DEACON LEADS THE PROCESSION.

"I'll just bet you a dollar," shouted the woodenware traveler, breaking into the Deacon's store about ten one morning.

"I'll take you, what is it?" roared the Deacon.

"You clear out that corner," the woodenman continued, "and make a woodenware section of it and I'll bet you a dollar you'll give me an order the next time I come."

He had seen the Deacon the night before and couldn't sell him anything because he had all he wanted. That was some months ago. The woodenware section was made, and the traveller didn't win the bet, because the Deacon to make two dollars gave the order to another house, but he wanted the goods, and if you ask him he will tell you a wooden-

ware section is all right. He happened to have a clerk that knew a muss from a melon patch, and he arranged that woodenware so that every one who came in went over and had a look. Some bought things they hadn't come for, and all had a good word to say about the display.

"Jocks-a-mighty, but that woodenware show's all right," said the Deacon to the clerk one day. "Suppose we put some in the window."

The clerk knew what the Deacon's "suppose" meant, so he cleaned out one window and dressed it with woodenware. A night or two after the Deacon was "just kind o' goin' over things," as he said, and remarked to himself:

"By gum, I've got to have some more woodenware right sharp. I guess I owe Bass, Wood & Hoop's man a dollar. Lordy but I do."

He mailed the order to the traveler.

It happened to be the right time of the year, and the Deacon began to think his customers must have burnt all their old stuff the way they bought pails, tubs, brooms, stepladders and the rest. But the clerk wasn't satisfied. He says:

"Say, Deacon, why not go the whole figure with this wood stuff and advertise it some?"

The Deacon had a "standing" ad in the local papers, so they sent in a woodenware "change" and the Deacon did the woodenware business of the town till the other fellows caught on and got up behind his buckboard.

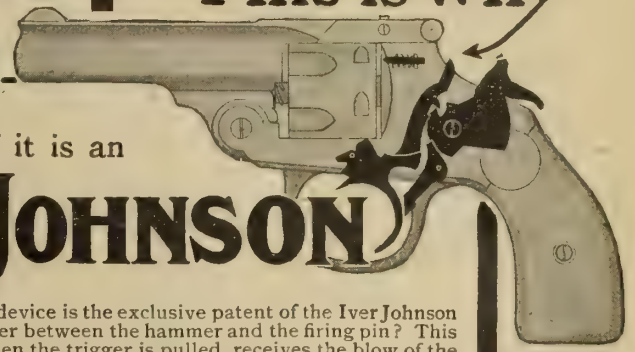
A CHANGE OF VENUE.

A new variation of about the oldest predicament in the world comes from Salem, in the distant State of Washington. A couple put up at one of the best hotels at Salem after a grand public ball. About three a.m. the husband awoke with the frantic pangs that might be expected to follow a grand public ball in Salem (Wash.). His wife, much alarmed, rushed downstairs on the jump into the dining room, seized a mustard cruet, and emptied the contents into her handkerchief. Flying upstairs, she entered the first door she came to. A man was lying on the bed, and with feminine deftness she applied the poultice just where it would do the most good. The man let out a howl, and yelled, "Woman, what in —— are you doing?" There was a shriek, a patter of bare feet on the hall floor, and, frightened half to death, the poor wife found her room and suffering husband. She told him her troubles, and it tickled him so much that his pangs took an instant change of venue.

The little things count. Nail clippers and files, traps, chains for key rings, etc. A side table with small articles in view is the idea.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Price: Hammer, $5.00; Hammerless, $6.00

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.



OAK-CABINET

Given away FREE of charge with an order for six half-dozen Pocket Knives as illustrated above.

May be had through all leading wholesale hardware firms.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The town of Indian Head is installing a waterworks system.

The Brantford Screw Works will probably remain in that city.

Edmonton is having plans prepared for a $115,000 waterworks plant.

Cline's furniture factory at Stratford was damaged by fire to the extent of $3,000.

The Felt Roofing Co., Brantford, expect to have their factory running in a week or two.

The Queen City Plate Glass & Mirror Co., Toronto, suffered considerable loss through fire.

While boring a sewer test at Fort Frances, Ont., a small flow of natural gas was struck.

Kingston will ask the ratepayers to vote $85,000 for extensions to the water and light plant.

The works of the Sand Lime Brick Company in Brantford will be in operation by July 1.

The King Milling Co. will build and operate a planing and lumber mill at Cranbrook, B.C.

Shurly & Dietrich, of Galt, will enlarge their plant by the addition of a warehouse 130 by 50 feet.

It is understood that the International Electric Co., of London, will absorb the Electrical Construction Co.

The Canadian Rubber Co., Montreal, will increase its capital to two millions, and will extend their plant.

W. H. Clark, Edmonton, is at the head of a company who are building a planing and saw mill near that city.

R. L. Frost has commenced operations in connection with installing the Brooke lighting system in Owen Sound.

The basket-making plant of Geo. H. Williams, Thorold, Ont., is offered for sale by G. B. Burson, St. Catharines.

The Bowser Manufacturing Co. will build a factory at Riverdale, Toronto, for the manufacture of gasoline tanks.

Winnipeg capitalists are applying for a charter to incorporate the Colonial Bank of Canada with a capital of $3,000,000.

The business men of Fort Frances, Ont., have organized a business association with a view to developing the town.

W. W. Scott's furniture factory at St. Louis de Mile End, Montreal, was destroyed by fire. The loss is about $20,000.

The Canadian Westinghouse Co., Hamilton, will spend $200,000 increasing their plant and will employ 500 more men.

Geo. Stevens, of Peterboro, has started a lye factory at that place. About ten hands will be employed at the commencement.

A manufacturing company is negotiating with Port Hope with a view to establishing a business at the radiator buildings there.

The Montreal Light, Heat & Power Co., of Montreal, will erect a power house at Soulanges, Que., which will cost a million dollars.

The Henderson Roller Bearing Co. will be reorganized under the name of the Dominion Henderson Bearings, and will carry on the business.

The Dickson Lumber Co., of Peterboro, have conveyed their interests, consisting of mills and timber limits, to a syndicate composed of men from Toronto, Orillia and Boston, for the sum of $600,000. W. D. Loomis, of Toronto, is president of the new company. The Dickson Co. retain their Peterboro and Lakefield mills.

A few weeks ago notice was given of the resumption of business at the plant of the old-established Laurie Engine Company, under the name of the Laurie Engine & Machine Company. In visiting the plant recently, Hardware and Metal learned that the works are now again working at almost their full capacity. The introduction of new capital and energy has brought this firm once more to the front. Additional workmen are being constantly taken on, and orders already on hand will keep the new firm busily engaged for some time. Moreover, numerous inquiries are being received, all of which indicate the popularity of the Laurie lines. Although all the engines, boilers, etc., formerly manufactured by the Laurie Engine Company are being produced by their successors, special attention is being paid to the well known Laurie Corliss engines, in simple, compound, horizontal and vertical; Rival engines, mining machinery, and various types of power transmitting machinery. The officers of the company as reconstructed are: President, Wm. Yuile; vice-president, David Yuile; managing director, Herbert Yuile; secretary-treasurer, A. E. Madley; superintendent, Alex. Ross; directors, C. E. L. Porteous, C. W. Davis, Wm. Yuile, David Yuile, Herbert Yuile.

Companies Incorporated.

An order-in-council has been passed by the Lieutenant-Governor changing the name of the Dominion Harness Co. to the Dominion Pressed Steel Co.

The Rapid Tool Co. has been incorporated under Ontario charter with a share capital of $40,000 to manufacture and deal in tools and hardware. The provisional directors are Wm. Rudkins, Wm. Quinn, and G. L. Hay, with head office at Peterborough.

G. Duthie & Sons have been incorporated under Ontario charter with a share capital of $40,000, to carry on the business of roofers and sheet metal workers. The provisional directors are: George Duthie, John B. Duthie, R. R. Duthie, G. F. Duthie and Margaret Duthie, with head office at Toronto.

The Roofers' Supply Co. has been incorporated under Ontario charter with a shape capital of $200,000 for the purpose of manufacturing and dealing in roofers' supplies and structural material. The

provisional directors are Andrew Dods, R. B. Rennie, Geo. Duthie, Asa Matthews, Thomas Douglas, Howard Williams and Harry Hutson, with head office at Toronto.

BUILDING NOTES

Geo. Paull, Swan River, will build a large store.

J. Janzen, Rosthern, Sask., will build a $10,000 block.

Calgary permits this year have reached a half million.

The Curling Club, of Walkerton, Ont., will build a rink.

St. Ann's congregation, Toronto, will erect a $35,000 church.

A Roman Catholic church will be built at Eglinton, Ont.

The Norton Mfg. Co., Hamilton, will build a $5,000 addition.

W. W. Black, of Fort William, will erect a hotel at Westford.

J. R. Mears, Arcola, Sask., will build a business block 130 x 26 feet.

The Bank of Montreal will erect a building at Lake Megantic, Que.

Beattie & Co., Swan River, Man., will build a brick office building.

The Y.M.C.A., of Montreal, have purchased a site for a new building.

J. R. Booth will build an addition to his paper mill at Chaudiere Falls.

Winnipeg building permits for 1906 have passed the three million mark.

Mark Fisher, Sons & Co., Montreal, will erect a ten-storey business block.

J. Y. Griffin, of Winnipeg, will build a cold storage plant at Fort William.

T. A. Fee will build a $22,000 business and apartment block in Vancouver.

The Imperial Oil Co. will erect a distributing warehouse at Boissevain, Man.

The William Grace Co., Winnipeg, has the contract for the new nurses' home.

Allward & McCormack Stained Glass Co., Winnipeg, will erect an office building.

The Natural History Society, of Montreal, will erect a museum this year.

Coppley, Noyes & Randall, clothiers, Hamilton, will erect a $25,000 warehouse.

The Sacred Heart congregation of Sydney, C.B., will build a $5,000 school.

Since the fire at Fort Frances, Ont., the amount of buildings started is $230,000.

Port Arthur has already a half million worth of buildings contracted for this year.

G. E. Mills, of Hamilton, has taken out a permit for a new Star theatre, to cost $35,000.

St. Peter's Roman Catholic Church, Toronto, will build a $27,000 edifice on Bloor street.

Queen's Avenue Methodists, New Westminster, will spend $2,500 on a new addition.

Geo. H. Gooderham has purchased five acres in Toronto, upon which he will erect a residence.

The Canadian Bank of Commerce asks for tenders for buildings at Langham and Radisson, Sask.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

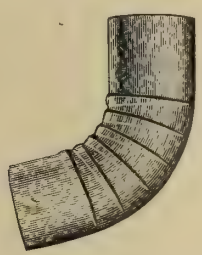
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TRADE MARK

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PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

Start Right

Now is the time, with stock-taking over, to make your plans for a record-breaking season's trade for 1906.

You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

Better Write To-day.

Pease Foundry Co., Limited
TORONTO

Pease-Waldon Co., Limited
WINNIPEG

Galt manufacturers contemplate forming a joint stock company to build workingmen's homes.

Rutledge & Jackson have let a contract for a $3,500 addition to their block in Fort William.

The Eastern Townships Bank will erect a 10-storey bank building in Montreal, to cost $500,000.

B. J. Crawford, Goderich, is erecting a business block. The Sterling Bank will occupy part of it.

The Empire Elevator Co. has let the contract for a 3,000,000 bushel elevator to Barnett & McQueen, to be built at Port Arthur.

British Columbia lumber will go to San Francisco free of duty. It is thought that lumber will go up owing to this increased demand.

Toronto building permits up to 30th April this year show $1,250,000 increase over the corresponding period last year. April permits amounted to $1,424,000.

ARM REST FOR RIFLEMEN.

A recent invention provides a support for riflemen to insure steadier aim and greater accuracy. The supporter is strapped to the person and comes automatically into position when the arm is raised. At the same time it allows perfect freedom of movement laterally. As pictured in the accompanying engraving, the device comprises a post journaled at its lower end in bearings attached to a strap which is fastened around the waist of the user. The upper end of the post, which comes well up to the armpit, is forked to receive the heel of a bar pivoted therein. The outer end of the bar carries a curved plate and forms a rest for the rifleman's arm to which it is strapped. When the rifleman raises his arm the bar is swung upward with it and then held in extended position by a spring-pressed pawl pivoted to the post and engaging a notch in the heel of the bar. In one face of the heel a depression is formed to receive a fly, loosely pivoted therein. The outer end of the fly is tapered to a point which extends slightly beyond the periphery of the heel. To return the support to folded position it is merely necessary to raise the arm a little further until the pawl passes out of the notch and over the end of the fly, so that on lowering the arm, the pawl will first push the fly forward and then ride on its tapered edge over the notch, permitting the bar to swing down. As the post is mounted to turn in bearings upon the waist strap, it is evident that the rifleman may freely swing his arm laterally, whether the support be extended or folded. The arm rest may be adjusted to any desired angle by changing the position of the notch in the heel. At an angle of 90 degrees it would make an excellent support for pistol shooting. Mr. William S. Dunham, of Sharpsville, Pa., has secured a patent on this novel arm rest.



Arm Rest for Riflemen.



These are the Painter's busy days. Are you prepared to take care of his demands? The S-W. Line has a Paint or Varnish for every requirement.

The painter is a busy man at this time of the year. It's his Spring harvest season. Every job is a rush one—he must do his work quickly and efficiently—and he wants his paint and varnish demands filled promptly and satisfactorily. The dealer who can give the best goods and service gets the business.

The Sherwin-Williams Agent has every advantage. ***The S-W. Products*** have no equal for all painting and varnishing purposes. They are recognized everywhere as the standard for excellence. The S-W. reputation for always giving quality and honest value is behind them.

Our agents can give their trade the best service, too, for we can make quick shipments on all our goods, and we give them every aid to go after the business and secure it.

If you're not one of those fortunate ones who handle ***The S-W. Products,*** we have a paint proposition for you. Write us today.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

Canadian Headquarters and Plant: 639 Centre Street, Montreal.
Warehouses: 86 York Street, Toronto; 147 Bannatyne St., E., Winnipeg. 1606

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT

TAYLOR-FORBES IN MONTREAL.

A number of changes have recently been made in the arrangements of the Taylor-Forbes Company's sales office in Montreal. Until a little over a month ago their branch in the eastern metropolis was situated on De Bresoles street, but finding their quarters becoming cramped and unsuited for the display of their many new lines, they decided to establish themselves elsewhere. About the same time Mr. Moulden, who had successfully managed that end of the business, was promoted to the headquarters in Guelph.

Arrangements were finally completed by which H. McLaren & Co. became Montreal agents for the Taylor-Forbes Company, and commodious sample rooms were prepared at 122 Craig street west. Here are displayed, in a bright and cheery wareroom, samples of all the popular Taylor-Forbes lines. Particular attention is paid to their "Sovereign" radiators, lawn mowers and builders' hardware.

H. McLaren & Co. are no strangers to the trade, having been for years the Montreal selling agents for the Dominion Radiator Company. They are now snugly ensconced in their new office, and are busy shaking hands with both old and new friends.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (a $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE.

1000 SQUARE FEET wire cloth, assorted sizes from 20-inch to 40-inch, at $1.30 per 100 square feet. Box 520, HARDWARE AND METAL, Toront . [18]

HARDWARE, stove and tinware business for sale, including tin shop, tools, patterns, shop fixtures, wagon, ladders, etc.; stock will run about $6,000; situated in good live village, with excellent surrounding farming country; splendid place for two men, hardware man and tinsmith; good reasons for selling. Apply Box 524, HARDWARE AND METAL, Toronto. (21)

BUSINESS CHANCES

HARDWARE BUSINESS — Doing good trade; stock $6,500, may be reduced; owner has other interests; a splendid opportunity. Box 523, HARDWARE AND METAL, Toronto. [18]

THE largest and best paying hardware business in Western Ontario; stock will inventory $25,000; reasons for selling, owners have other interests. Box 522, HARDWARE AND METAL, Toronto. (19)

SITUATIONS VACANT.

HARDWARE CLERK—Must have experience; references to Box 527, HARDWARE AND METAL, Toronto. (19)

WANTED — Experienced hardware salesman, good stock keeper. Apply, with references, stating wages. G. A. Binns, Newmarket, Ont. (19)

SITUATIONS WANTED

AS purchasing agent, by experienced young man, age 30, with large manufacturing concern. Active, energetic; now employed. Good office man. References. Box 526, HARDWARE AND METAL, Toronto. (9)

BY young man with nine years' experience in general hardware stores, paints and varnishes, gas fittings, etc; position as salesman with retail firm, or would accept position in wholesale. Northwest preferred; strictly temperate; first-class references. Box 525, HARDWARE AND METAL, Toronto. (19)

POSITION WANTED.

AS traveler, by experienced young man, now employed. Active and energetic, with good appearance, to sell hardware and engineers' supplies to mill trade. Good connection. References. Box 529, HARDWARE AND METAL, Toronto. (19)

METAL SHELF BOXES

DO you know that your customers are judging your stock by the general appearance of your store? It is absolutely impossible to keep your goods neatly arranged without using some kind of shelf boxes. Our system enables you to keep all goods of one kind together; you always know when your stock is running low, and you never have to tell a customer you are just out of what they want and then find the next day you had plenty in stock. The Bennett Metal Shelf Box has been on the market for years. Some of the best hardware stores in Canada have thrown away their old wooden boxes and put in our up-to-date metal box. Cameron & Campbell, Toronto.

THIS IS THE SHEET METAL AGE

THE GALT ART METAL CO LTD

OUR LINE

Galt "Sure-Grip" Shingles
Quick sellers, quick layers, best roof made.

Galt "Art" Sidings
Galvanized and painted. Very bold, handsome stone and brick effects. Heavy, prominent mortar lines and tuck pointing.

Galt Classik Ceilings
Harmonious designs, interchangeable parts. Easily applied, perfect finish.

Cornices and Skylights
Any design or style; work from architects' details our specialty.

Corrugated Sheets
And all accessories. Straight, true corrugations, all the latest touches in this very popular form of roofing and siding.

We want representatives in every place
Dealers should have our catalogues.

THE GALT ART METAL CO., Limited, Galt, Ont.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

534. Window and plate glass.—A well known Belgian window and plate glass manufacturer with extensive connections throughout the world, desires correspondence with wholesale buyers throughout Canada.

HE TOOK BROOMS.

Two old fellows in New Hampshire were the sharpest things in the way of bargaining. Cy Pettingill made brooms for a living and Ezra Hoskins kept a store. One day Cy came in with a load of brooms and the dickering began.

Cy was a man who could see a bargain through a six-inch plank on a dark night, and Ezra could hear a dollar bill rattle in a bag of feathers a mile off. Well, they began, and their conversation was something like this:

"Ezra, I want to sell you these brooms."

"All right, Cy, I'll take them."

Cy said: "I don't want any store bargains, I want cash for them."

They talked and gadded a while, and then Ezra said: "I'll tell you what I'll do, Cy. I'll give you half cash and half trade."

Cy took a fresh chew of tobacco, pulled a straw out of one of the brooms and said:

"That'll be all right, Ezra."

After he had put the brooms in the store, Ezra said: "Here is your money, Cy, now what do you want in trade?"

Cy looked around for a spell, cocked his eye up to the ceiling, stuck his cud in his cheek and said:

"Well, if it's all the same to you, Ezra, I'll take brooms."

The garden tools, how about them? Lawn mowers, sprinklers, hoes, rakes, shovels, etc. Nearly everyone is interested in these goods now.


Trojan Strap No. 20

Covert Mfg. Co.
TROY, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.


Rein Chains

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO
—Manufacturers of the celebrated—
"Saugeen Brand"
OF PORTLAND CEMENT
Prices on application. Prompt shipments

The Imperial Cement Co., Limited
Makers of the Celebrated Brand
"IMPERIAL" PORTLAND CEMENT
OWEN SOUND, ONT.

USE
"HERCULES" BRAND
PORTLAND CEMENT
Manufactured by
THE GREY & BRUCE PORTLAND CEMENT CO.
OWEN SOUND
J. McLAUCHLAN, President.

STREET PAVING and SIDEWALKS a SPECIALTY
SILICA BARYTIC STONE CO.
OF ONTARIO Limited
Head Office:
Ingersoll, Ontario.
Walter Mills, General Manage
Ask for quotations for Septic Tanks.
Waterproof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
OTTAWA, - - ONTARIO.
Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers Send for 1906 Catalogue



The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal *HAMILTON*
EASTERN AGENTS *ONTARIO*

TO THE HARDWARE DEALERS:

LAFARGE NON-STAINING CEMENT

Fire Bricks and Fire Clay

Drain Pipe and Farmers' Tiles

Plaster

Mortar Color

Mortar and Brick Hods

Wheelbarrows.

Are as much in your line as any other article you sell. If you have lost sales in the past, make up for it now.

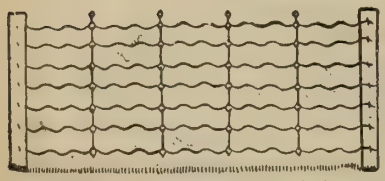
WRITE US FOR PARTICULARS

F. HYDE & COMPANY

KING, QUEEN AND WELLINGTON STS.

MONTREAL

DIAMOND BRAND



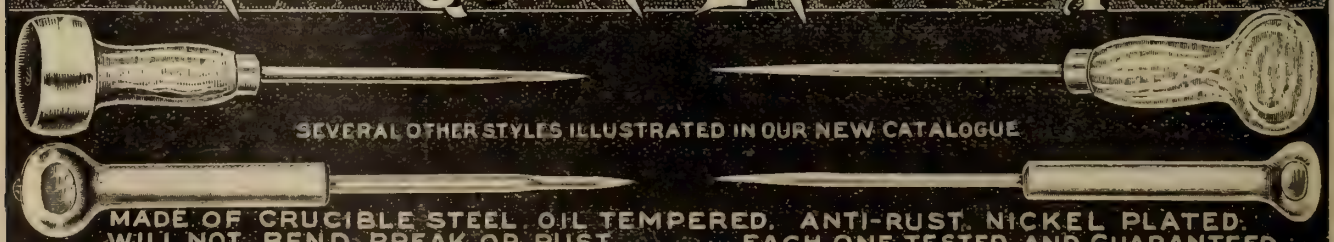
is guaranteed HIGHEST CARBON, Cleveland Coiled Spring Wire, biggest profit, we sell trade only. Car lots shipped direct from our Cleveland plant.

Write before buying.

DIAMOND GRIP. Pat. Jan. 1895

CANADA FENCE COMPANY LIMITED, LONDON, ONTARIO.

WALKER'S QUICK AND EASY ICE PICKS



MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

We Know our Business

Which is to make the best on the market in

TARRED FELT, ROOFING PITCH, COAL TAR

If you Know your Business

You'll try our "**DOMINION BRAND**"

LOCKERBY & McCOMB, 65 Shannon St., Montreal

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL



Mr. Hardware Dealer—

You will increase your business handling the

MONTREAL BEAUTY NIGHT LAMP

Used in preference to gas and electric light for halls, bedrooms, bathrooms, cellars, etc. It gives a beautiful soft light, burns coal oil, **costs but ¼c. per night**; one filling will burn 40 hours without odor. Size 4 inches by 6 inches. Retail at 75 cts. Liberal discount to the trade. Correspondence invited. Agents wanted.

L. J. A. SURVEYER,
6 ST. LAWRENCE MAIN ST. MONTREAL

THE TRUTH ABOUT SIFTERS

Most ash-sifters are subject to a very limited duration of life. They are not constructed with an eye to permanency. In this respect the

Metallic Ash-Sifter

is different. It is made to last, and, what is more, **IT LASTS.** It is made by us exclusively. The sides are sheet iron, and the b ttom is metallic lath, allowing just the right-sized meshes and ensuring, through the **DOUBLE LOCK FOLD,** durability of the parts.

ORDER NOW.

C. M. CUTTS & CO.
Sole Makers, - - TORONTO JUNCTION, ONT.

ATKINS HIGH-GRADE SILVER STEEL SAWS



Will do more work in a day, and do it easier, than any other Saws. Because they are made right—of the right material—by workmen who "know how." Our name on every blade.

Insist on Atkins Saws

E. C. ATKINS & CO., Inc.
Home Office and Factory: Indianapolis, U.S.A.
Canadian Office: 56 King St. E., Toronto

The Standard Ideal Sanitary Co. Limited

MANUFACTURERS OF

Porcelain Enamel Bath Tubs Lavatories Sinks Slop Hoppers

"MADE IN CANADA."

Write us at once if you want to secure

A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs, Sinks, Urinals, Latrines, Etc.**

Now ready for distribution and will be mailed on application.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

Head Office and Factory:
Port Hope, Ont.

Sales Office:
50 Colborne St., Toronto.

PLUMBERS

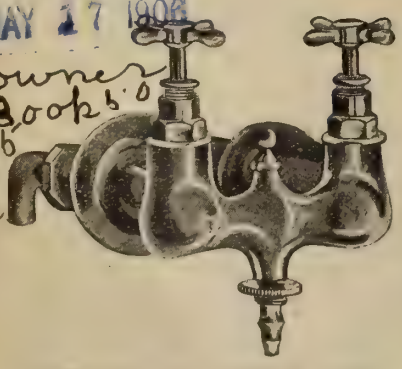
Should always remember that the BEST is always the cheapest.

—We sell a complete line of—

BATHS, CLOSETS, LAVATORIES, SINKS, and PLUMBERS' BRASS WORK.



This cut represents our "AMARGO" Bath. It is a procelain lined, 3-inch Roll Rim Bath, with nickel-plated supply and waste fittings. This Bath can be furnished with or without decoration.



CUSHION DISK DOUBLE BATH COCK

The ever increasing sales for our Cushion Disk compression work is evidence of the satisfactory results the trade is attaining by its use. Neatness of design, strength of parts, excellence of finish and the Rubber Cushion Disk are features that recommend it.

The James Morrison Brass Mfg. Co., Limited
89-97 West Adelaide St. TORONTO

PLUMBING AND STEAMFITTING

PLAIN TALKS ON PLUMBING, HEATING AND VENTILATION

A Series of Practical Articles Written in Plain Terms, Devoid of Technical Phrases, Algebraical Signs, etc., so as to be Easily Understood by all Interested in these Subjects.

By M. J. Quinn, Mechanical Superintendent for the Ontario Government.
[Registered in accordance with the Copyright Act]

Article XXX.

VENTILATION.

While, in view of its great importance, it would seem strange indeed to discuss the question of ventilation, as we have in preceding articles, without dealing with mechanical or forced ventilation, still, we recognize the absolute impossibility of fully dealing, in the limited space at our disposal, with so broad a subject, and one so full of detail, and will confine ourselves to a general description of the principles which underlie it.

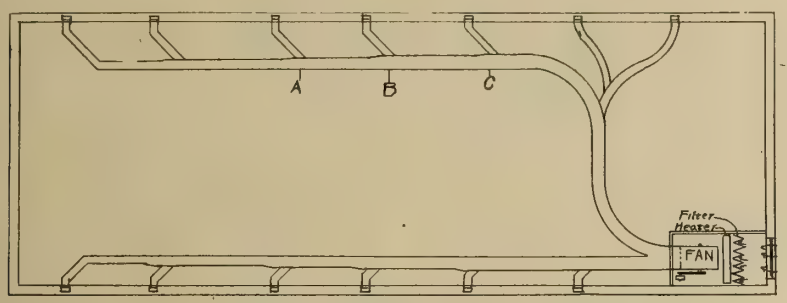


Fig 1

Forced ventilation differs from gravity ventilation, which we have already described, in that the air, instead of depending upon the variations in the weight of the atmosphere for its movement or circulation, is forced through the ducts by a fan and for that reason, when properly installed, can be depended upon to furnish a definite quantity of air, no matter what the atmospheric conditions may be.

The heating of buildings is sometimes combined with the ventilation system, that is, the fresh air being forced through the ducts to the various appartments is heated to a sufficiently high temperature to provide for the loss of heat through the exposed walls, glass, etc., and still maintain a comfortable temperature in the room, but except in the case of hospitals, where the number of inmates is continuous day and night, this is not an economical arrangement for the reason that it costs money to heat the fresh air that is being constantly blown through the building, and where, as in the case of schools, public buildings, etc., that are occupied for perhaps not more than eight out of the twenty-four hours, the heating should be done by the "direct" method, with the ventilation separate, and so arranged that it can be used only when required; in this way a saving of about 60 per cent. in the consumption of fuel will be effected during the periods when the building is not occupied and the ventilation plant is not in operation.

In Fig. 1 we have a plan of a supposed small ventilation plant, in which, for the purpose of saving head room in the basement, rectangular galvanized sheet iron pipes are used, though where it is possible, the use of circular pipes are recommended.

Connected to the galvanized iron piping system is a fan, which may be direct or belt driven by any available power, and behind the fan is the "heater" which extends from side to side of the apartment in which it is placed.

It will be noted that throughout the piping system there are no square bends or turns and that the direction in the travel of the air is changed by easy angles and curves; the reason for this is that it is necessary to reduce frictional resistance to the lowest minimum in order to obtain satisfactory results, for acute angles of any kind are fatal to a system of this kind.

It will be noted that there is a reduc-

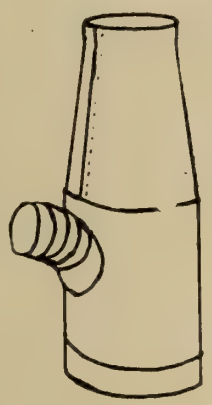


Fig. 2

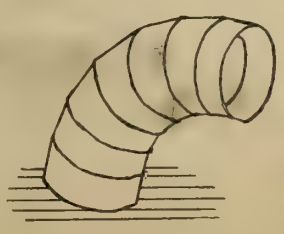


Fig. 3

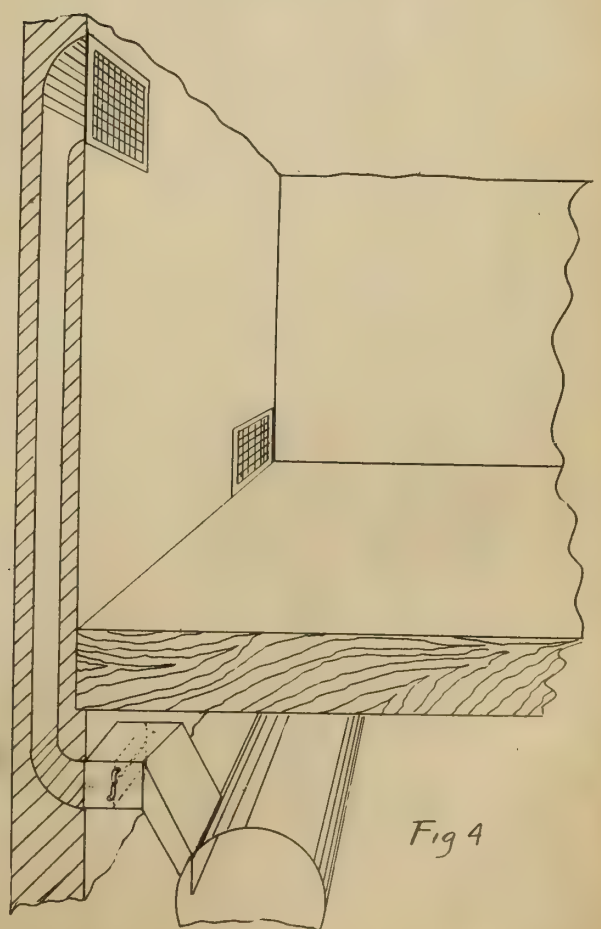


Fig 4

tion in the size of the main ducts after they pass each opening, but it does not follow that in all classes of work that so many reductions in size would be made, because the friction between the moving air and the sides of the duct must be taken into consideration, as well as the amount of air to be supplied, in figuring out sizes, and, as in water and steam piping, the larger the pipes the greater the friction and consequently the larger must be the diameter. For instance, if the distance between "A" and "B" were two or three times as long as it is shown, and the spaces between the other outlets were the same as shown, the pipe between the points mentioned would perhaps be carried through the same size as it is between "B" and "C," the reduction, if any, at "A" depending entirely on its length and diameter between the latter point and "B," and in this connection most complete and easily understood tables dealing with almost every possible condition are procurable by anyone interested in the small, though important details of the system.

The "heater" located behind the fan is usually composed of closely stacked one-inch pipe coils through which steam or hot water circulates, and the action of the fan is to suck the air in through the opening in the wall as indicated by the arrows, and through the heater and drive it through the ducts to the various points of the building to be ventilated.

In order to remove dust and smoke from the air so forced into the building, it is customary to pass it through a filter made of cheese cloth, but, as will be plain, if the cheese cloth were simply stretched straight across the face of the heater, the volume of air would be very largely retarded and in order to overcome this difficulty the filter is constructed in zig-zag form, as shown so that the surface of the cheese cloth is at least eight to ten times as great as the area of the heater, and the more cheese cloth—within reasonable limits—the lower will be the velocity of the air passing through it, with a consequent increase in the amount of impurities removed.

In some plants a water curtain is used to wash the air as it passes into the building, and such a device has the advantage of producing a degree of humidity which so often is lacking in heating and ventilating plants, and in others, where the dry filters are used, steam jets are turned in to the air, preferably at right angles to the travel of the same, for the purpose of providing the humidity necessary.

In Fig. 2 is shown the proper way to take off branches from the main air duct and it will be noted that the branch turns out gracefully and at an easy angle so that the air may escape into it without effort, and in Fig. 3 the same idea in bends is indicated, and it may be said here that it is bad practice to make bends of a less inside radius of curvature than the diameter of the pipe, and this proportion to size holds whether the pipe is round or rectangular.

In Fig. 4 we have illustrated a prospective view of a wall duct, the main supply pipe and the connection between the two, the latter in every case should be fitted with a key or slide damper, preferably the latter.

In ordinary practice it is customary to allow the air to pass through the main duct at a reasonably high velocity, at a much lower velocity through the duct in the wall, but it is not considered good practice to allow it to escape through the register into an apartment (unless the register be very high, as in the case of a church or assembly hall) at a greater velocity than five feet per second, otherwise it will interfere with the comfort of the occupants.

It is very often the case, however, that in order to provide the required amount of air the velocity in the flue must greatly exceed five feet per second, and in such a case it is only necessary to increase the size of the mouth of the flue to the proper size to reduce the velocity to the proper point. For instance, if the flue is 12 inches square and the velocity is 10 feet per second, we have simply to increase the size of the opening to the room to twice the size of the flue, plus, say, 35 per cent., to make up for the obstruction offered by the register face, and the velocity of the air entering the room will be reduced to the proper point, in other words, if the air traveling at a certain velocity through a given sized flue, is sent through a flue of twice the size, the velocity will be only half as great.

Of course, a volume might be written on this subject alone, dealing with the hundred and one details of a complete system, including temperatures, regulators, humidifiers, etc., etc., but enough has been said to give a general idea of the principle on which the system works, and some tables of diameters and resistance, etc., may be given in a future article.

CLEANING GAS FIXTURES.

Cleaning out the arms of gas fixtures when they are filled with a deposit of creosote or other foreign matter is not strictly plumber's work, says a writer in the Metal Worker, but an occasion like this arose in my work not long ago where the gas fixtures were in combination with the electric light fixtures. They were so badly filled up with deposit as to reduce seriously the gas pressure. I told the owner of the building that he would have to send them to the factory and have them cleaned there. This, however, was practically impossible, as it would leave his place of business dark, and this was during the busy season of the year. To clean the fixtures myself I took them down, cleaned out the main pipe with a wire, unscrewed the branches and then made a fitting so I could obtain live steam from the boiler under pressure. By blowing this live steam through the fixtures they were quickly cleaned and the owner suffered no inconvenience, as all the work was done during the daytime.

Making a reducing fitting when one is not readily to he had, as is often the case when a plumber is at a considerable distance from the shop, can be accomplished by taking a coupling from a piece of pipe, screwing it on a nipple chuck and then putting a thread on the outside with a stock and die. In some cases a file will be necessary to cut the coupling down a trifle, but in most instances this will be unnecessary. The same thing also can be done with an elbow or a tee. It is quite a nice trick to cut the thread on the outside of an elbow, but with a little practice plumbers should have no difficulty in doing it.

IMPORTANCE OF VENTILATION.

Ventilation is a vital subject just now. Everywhere one reads articles on the subject and ventilators of great merit are now sold and made compulsory in the construction of modern buildings. In all the new apartment houses, schools and public or private buildings the laws of scientific ventilation must be obeyed. Architects are constantly improving their designs for different buildings and climates and many lives are being saved and the energy of workers conserved by this mighty force for good. Fresh air is quite as important as fresh, pure water, and just now when this country is alive with building activity it is satisfactory to notice that ventilation has a place of paramount importance in the work. Considerable appreciation has been expressed regarding the special contributions published in this paper on the subject of ventilation. Yet it must be remembered that each inhabitant is responsible for the general health. Cleanliness must go with the ventilation and janitors of large buildings as well as the landlords may do much to supplement the builders' art in this respect. What is the use of fine ventilators if they are not made active and effective? It is just as bad as a system that is so complicated that it cannot be enforced

A remarkable invention has been announced recently by the Niagara Electro-Chemical Co., Niagara Falls, and is called Oxone. George F. Brindley, who was for some years works manager of the company, is the inventor of Oxone and it promises to be a powerful agent in supplying pure air to special works that are necessary underground and under water. Oxone itself is a specially prepared fused form of sodium peroxide that has the peculiar property of emitting free oxygen when it comes in contact with carbon dioxide charged with moisture. This fused sodium peroxide is bluish grey in color and is cast in small blocks that can be placed in air-tight cans and in this form transported easily.

By this invention it is claimed that the air in submarine boats may be kept fresh and a constant supply of oxygen supplied so that boats may be retained under water for many hours at a time. Tests have been made at Niagara Falls and have been found satisfactory. Then there are manifold uses for such a splendid discovery. In deep mines and diving work, also in all places congested where fresh air is needed promptly to save life. The physician will be enabled to supply oxygen to dying patients and prolong life during critical periods so that recovery may be possible. In fact the uses of Oxone are without limit, and merely serve as illustrations of the marvellous age in which we live.

MAKING GAS MANTLES.

The process of manufacturing any article is more or less interesting to the uninitiated, but of more than passing interest is the making of a gas mantle, which a representative of Hardware and Metal was privileged to see at the International Gas Appliance Co.'s works, Toronto.

The first step is weaving the mantle from a cotton thread, which is fed from a cop into a knitting machine and turned out in woven tubes. After weaving, the tubes are cut into lengths and placed in a cleansing solution of acids and then rinsed several times in filtered water, as it is absolutely necessary to have the mantles free from all impurities. When they have been dried in a kiln, one end of the tube is gathered up with an asbestos string, a loop of the asbestos being left for attaching to the wire hanger. The mantle being suspended by this loop, it is necessary to have the top of the mantle, as far as possible, impervious to fire, and for this reason the point where the string is attached is treated with a fire resisting solution.

The next step is the most interesting of all, as up to this time the mantles had simply gone through a series of mechanical developments, but here the mysterious commences. They are saturated with chloride of thorium, one of the most costly of metallic elements found in monazite sand and a few minerals, after which they are subjected to a gas fire in which the original cotton is entirely consumed, the thorium only remaining in the pattern given it by the woven thread. They are then shaped round, which is a process requiring much skill and care, by being worked over a tube with a gas jet at its point.

The mantles, having had all the cotton burned out of them, are now in so delicate a condition that they cannot be handled except by the asbestos loop, and to overcome this they are dipped in a mixture of methylated spirits and gun cotton, which protects them during the final handling and shipping, and is ultimately burned off by the user.

The International Gas Company's factory is one of the most modern style, and thoroughly equipped with every known improvement for facilitating the output of goods, and for the comfort of its employes. For the convenience of the girls employed the management have set apart a large, airy sitting room, which will have a gas stove for preparing lunches, and periodicals, etc., to read during the noon hour. A tennis court will be laid out in the rear of the factory during the Summer, which may be used by the employes until such time as the land will be required for further extensions to the factory. The treatment of the employes of the International Gas Appliance Company has evidently been a consideration in the laying out of the works, and the manager, W. M. Campbell, deserves credit for his care and thought.

Mr. Campbell will leave for the Old Country shortly, where he will make arrangements to handle the entire Canadian output of two or three British manufacturers of gas fixtures and appliances, for which his company has built up such an extensive trade in this country.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 11, 1906.

Some large plumbing contracts are now under way here in many of the large structures which were built during the mild Winter. Still others will soon be let for the many factories, apartment houses and residences which are now in process of construction. There are also several fine office buildings to be erected in the downtown section during the next few months, so that there is plenty of work ahead for Montreal plumbers.

Supply houses are doing a tremendous business. Orders for all kinds of plumbing goods are very large and some of the leading firms find their capacity taxed in making shipments.

The only price change noted has been in solder, which has experienced a sharp advance, due to the soaring of tin.

In iron pipe, the large dealers here are still waiting for an advance. They are convinced that present conditions cannot hold out much longer.

RANGE BOILERS—Market conditions are unchanged. We quote: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—There has been no feature in these goods, which continue to sell well. We still give the following discount: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—We are still quoting discounts on all sizes of nipples up to 6-inch 67½ to 70 per cent.

IRON PIPE—An advance in price seems to be approaching. Conditions are rapidly firming. We still quote: Standard pipe in lots of 100 feet, regular lengths, ¼ inch, $5.50; ⅜ inch, $5.50; ½ inch, $8.50; ¾ inch, $11.50; 1 inch, $16.50; 1¼ inches, $22.50; 1½ inches, $27; 2 inches, $36.50; discounts on black pipe, ¼ inch, 62 per cent.; ⅜ inch, 62 per cent.; ½ inch, 71½ per cent.; ¾ inch and upwards, 73½ per cent. Discounts on galvanized pipe: ¼ inch, 47 per cent.; ⅜ inch, 47 per cent.; ½ inch, 61½ per cent.; ¾ inch and upwards, 63½ per cent. Extra heavy pipe of 100 feet lots are quoted as follows: ½ inch, $12; ¾ inch, $15; 1 inch, $22; 1¼ inches, $30; 1½ inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Goods in this line are moving freely. Prices are steady, quotations being still given as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER — The remarkable condition existing in the tin market is responsible for a very sharp advance in solder this week. We now quote: Bar solder, half-and half, guaranteed, 25c. to 25½c.; No. 2 wiping solder, 19½c.

ENAMELWARE—Orders are large. We still quote: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.15, special $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2½ inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, May 11, 1906.

Solder has been advanced this week to 27c. for half and half, and 25c. for wiping. This has been contemplated for some time, owing to the high price reached by tin.

There is no change in iron pipe, but prices are firm and being well maintained. There has been considerable cutting done, however, according to reliable reports.

Throughout the country all plumbing supplies are in active demand, but Toronto still keeps a little quiet. It is expected though that now the wage dispute is settled business will increase, as the master plumbers will be in a position to figure more definitely.

LEAD PIPE—Prices remain the same with the usual good business being done. We quote: Lead pipe, 8c., discount 20 per cent.

SOIL PIPE AND FITTINGS—Prices remain the same. Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Prices of iron pipe are now well established and a good demand is felt. We quote: Black, 1 in. pipe, $4.37; galvanized, 1. in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS—All fittings are in active demand and makers are very busy. Prices continue same as previous quotations. We quote as follows: Cast iron elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleabl? unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

GALVANIZED IRON RANGE BOILERS—Business continues fairly active, although this is a little off season.

There are no price changes. Our quotations are as follows: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallons, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11.00; extra heavy, $14.00; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—A fair amount of business is being done. No price changes. We quote: Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.

SOLDER—Owing to the high price of tin solder has advanced this week. Bar solder, half-and-half, guaranteed, 27c., and wiping at 25c.

ENAMELWARE—All lines remain the same as regards price, but the demand still keeps the manufacturer on the go. We quote: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

INFLAMMABILITY OF SEWER GAS.

Sewer gas, or, more properly speaking, sewage gases, consist of several gases that are produced by the decomposition of organic matter. Amongst these gases are those of which hydrogen forms a portion in different proportions of combination. One of these is marsh gas, which is known in coal mines as "fire-damp." Enormous quantities are generated in cesspools and septic tanks and also in sewers in which the flow is sluggish, and which retain the sewage until decomposition sets up.

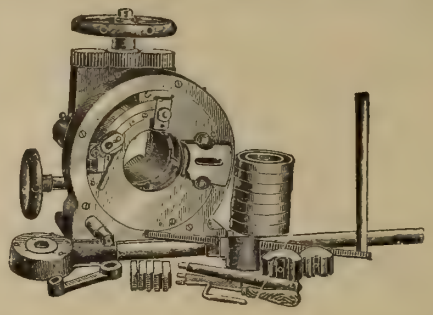
The traps fixed to intercept grease from sinks, and prevent it passing into and eventually choking the drains, invariably give off large quantities of the same gas. The writer has frequently found the gas in explosive quantities in house drains.

When applying a smoke test to old drains it is quite common for an explosion of gases, plus the smoke, etc., from the machine, to take place. In some cases, such as in hospitals and similar places, where the vapors of ether, chloroform, etc., are mixed with the air in the drains, and the latter are not properly flushed and ventilated, it is dangerous to apply a smoke test.

A word of warning to any who have to do with drains, cesspools, sewers or septic tanks is here given: Be careful in the use of naked lights where there is any risk of an explosion of the pent-up gases in such places.—J. Wright Clarke in the English Plumber and Decorator.

The journeymen plumbers of Toronto and the employers have compromised on the wage question by adopting a scale of 37½c. to 42½c. an hour. The scale was originally 35c. and hour minimum, and the plumbers asked for 40c.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

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This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

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Quick shipments.

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Sole Agents for Canada Limited
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Forwell Foundry Co.
BERLIN, ONT.
Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand



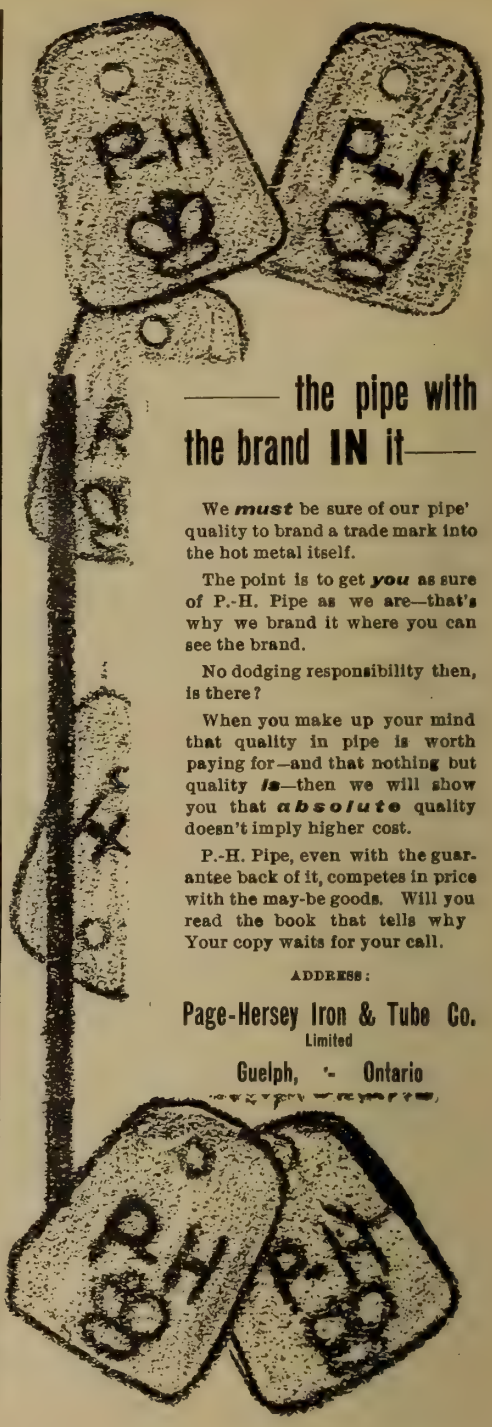
Fig. E 283
Fig. E 274
PATENTED
Fig E. 281

GLAUBER
RUBBER JOINT CONNECTIONS

Fit any Basin or Bath Cock and always insure an absolute Tight Joint

SAVE TIME SAVE MONEY

GLAUBER BRASS MFG. CO.
CLEVELAND, OHIO



—— the pipe with the brand IN it——

We ***must*** be sure of our pipe' quality to brand a trade mark into the hot metal itself.

The point is to get ***you*** as sure of P.-H. Pipe as we are—that's why we brand it where you can see the brand.

No dodging responsibility then, is there?

When you make up your mind that quality in pipe is worth paying for—and that nothing but quality ***is***—then we will show you that ***absolute*** quality doesn't imply higher cost.

P.-H. Pipe, even with the guarantee back of it, competes in price with the may-be goods. Will you read the book that tells why Your copy waits for your call.

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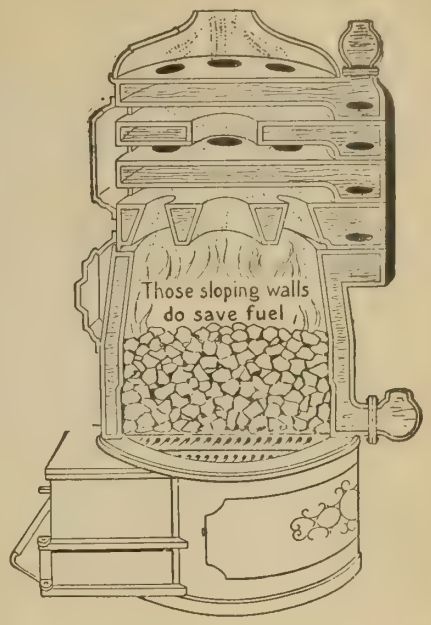
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292 KNOWLTON ST., BRIDGEPORT, CONN.

Push One Heating System and Competition Can't Worry You—

The dealer who tries to sell every boiler made, or who handles a line because his rival does, simply invites that rival to undersell him. But the dealer who handles the right boiler, who pushes the right heating system, and puts all his hustling-power on ONE make—if it's the right make—knows for sure that the "other fellow" hasn't a chance to undersell him. Every man gets the same price for

The Oxford Hot Water Boiler

Nobody cuts prices on it to get a contract—everybody alike gets all the selling help that's needed to sell this right boiler. Does that suggest to you the idea that it will pay you to hear our proposition? We have plenty of time to answer any letters you are interested enough to write us.



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We also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Steam Boilers, Radiators, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

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Stocked by all Leading Wholesale Houses.

SPECIALTIES

Hot Air Furnaces. Cash Weights and Washers.

Fine Grey Iron Castings.

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Daisy Hot Water Boilers



Simplest in Construction.

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We also carry large stocks of Iron Pipe, Cast and Malleable Fittings, Brass Goods, etc., insuring prompt shipments.

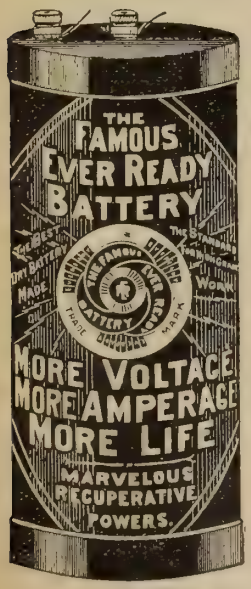
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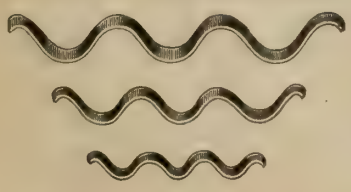
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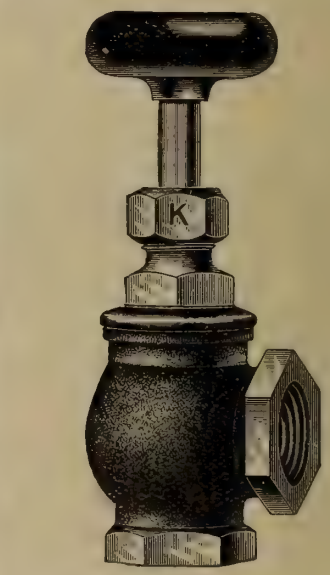


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are perfectly constructed, and of beautiful design. Like all "Kerr" specialties, strictly high-grade

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MUELLER PIPE REAMERS

RATCHET HANDLE PATTERN



C-035

When you use different sized reamers that operate by means of a brace or stock, it often takes as long to find the size you want and get it adjusted, as it does to ream the pipe.

When you use Mueller Pipe Reamer you have all sizes in one, with handle attached, ready for operation. You lose no time in hunting for the proper size or adjusting it for work.

Mueller Pipe Reamers ream all sizes of pipe from ⅜ to 3-inch and are made in plain handle and ratchet handle patterns. The reamer illustrated is the ratchet handle pattern.

Each reamer is given an actual working test, bears the Mueller trade mark and is *unconditionally guaranteed*.

H. MUELLER MFG. CO.

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YOU SEE, WE HAVE A STANDARD BY WHICH WE MAKE

Ready Roofing, Sheathing, Building Papers, Tarred Felts, Wrapping Papers

AND THAT STANDARD IS ALWAYS HIGH.

"BLACK DIAMOND"



TARRED FELT.

AND

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F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

May 12, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire s to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$46 00 $47 00

TINPLATES.

Charcoal Plates—Bright.	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
X, 14 x 20 "	5 75
XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, "	7 00
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 65
Sleigh shoe steel "		2 20
Tire steel	2 17½	2 35
Best sheet cast steel	2 27½	0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"T" " warranted		0 14
"C" "		0 09
Jonas & Colver's tool steel		0 10 0 20
" "Novo"		0 65 0 65
" " annealed		0 65
Chas. Leonard		0 08 0 09
Crucible Steel Co.—		
" Rex high speed steel		0 65 0 75
" Self-hardening		0 45 0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond		0 08 0 09
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:	
Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06
Canada Smelting Co., Limited.	
Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Bo Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.	
Extra Monarch	0 45
No. 1 Monarch	0 30
"King" Anti-friction	0 20
Fleur-de-lis Anti-friction	0 15
No. 1 Thurber	0 12
Philadelphia	0 10
Canadian	0 07
Hardware Babbit No. 1	0 10
" " " 2	0 08
" " " 3	0 06½

Discount 20 to 30 per cent. according to size of order.

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge		2 70
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 70
22 to 24 gauge	3 70	3 75
26 "	3 95	4 00
28 "	4 20	4 25

Apollo.	
10½ oz. (American gauge)	4 60
28 gauge	4 25
26 "	3 90
24 "	3 70

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 45		3 40
22 to 24 gauge	3 60	3 85	3 65
26 "	3 90	4 10	3 90
28 "	4 15	4 35	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00 10 00
" ¼ " "	5 60
" 5-16 "	4 45
" ⅜ " "	3 85
" 7-16 "	3 70
" ½ " "	3 55
" 9-16 "	3 45
" ⅝ " "	3 35
" ¾ " "	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	65 p.c.
Jack chain, iron, single and double, discount 35 p.c.	[count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots		20 50

Bars.

Cut engths, round, ½ to ⅞ in		26 00
" round and square,		
Cut 1 to 2 inches	25 00	26 00

Sheet.

Plain, 16 oz,, 14x48 and 14x60	25 00
Plain, 14 oz	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	7 25	7 50
Domestic " "	5 75	6 00

ZINC SHEET.

5-cwt. casks	7 75	8 00
Part casks	8 00	8 25

LEAD.

Imported Pig, per 100 lb	4 40	4 50
Bar, "		4 65
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Cookson's per lb	0 26	0 27

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$19 65	17 65	
5 feet "	20 65	18 65	
5½ " "	22 15	20 15	
6 " "	24 90	22 90	
Plate E II			
5 feet 2½ in. "	19 15	17 15	
5½ " 2½ " "	20 65	18 65	

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	20 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E300.	65 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings— Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 09	¼ inch 2 92
⅜ "	2 09	⅜ " 2 92
½ "	2 42	½ " 3 27
¾ "	3 05	¾ " 4 20
1 "	4 37	1 " 6 20
1¼ "	5 96	1¼ " 8 21
1½ "	7 15	1½ " 9 86
2 "	9 54	2 " 13 14
2½ "	14 50	2½ " 21 80
3 "	19 00	3 " 28 60

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c

Cushion work, discount 50 and 10 p.c.

Fuller work, discount 70 p.c.

6 dozen lots and over of the above, extra dis count 10 per cent.

Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves, discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I. B. B. M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 75 per cent.

No. 1 compression bath cock	net 1 75
No. 4 " "	" 1 90
No. 7 Fuller's	" 2 35
No. 4½, "	" 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.

Patent Compression Cushion, bath cock, No. 2208 2 25

Square head brass cocks, discount 65 per cent

" " iron " 60 "

Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon	net 25 00
" 35 "	" 29 00
" 40 "	" 33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20,00
82	21 00	24.00
100	29.00	34.00
120	34.00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.

and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND EBONY HANDLED RAZORS



FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

½-lb. per lb.	0 37
2-lb. or over "	0 34

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 25	0 27
Wiping	0 19½	0 24

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 03
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

DRY WHITE LEAD.

Barrels	5 75
100-lb. pkgs	6 00

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.
Pure	6 25
No. 1	5 90
No. 2	5 65
No. 3	5 30
No. 4	4 75
Munro's Select Flake White	6 50
Elephant and Decorators' Pure	6 30
Tiger brand, pure	5 75
Monarch	5 75
Essex Genuine	5 75
Brandram's B. B. Genuine	7 50
"Anchor," pure	6 00
Sterling Pure	5 75
Island City Pure	5 75
Ramsay's Pure Lead	5 75
Ramsay's Exterior	5 50
Crown and Anchor," pure	5 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$5 75
Genuine, 100 lb. kegs, "	6 00
No. 1, 560 lb. casks, per cwt	5 50
No. 1, 100 lb. kegs, per cwt	5 75

DRY WHITE ZINC.

Extra Red Seal	0 07
French V. M.	0 06
Lehigh	0 05

GROUND WHITE ZINC.

Pure	0 08
No. 1	0 07½
No. 2	0 06½

PREPARED PAINTS.

In ½, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60
The Sherwin-Williams paints " " " ½ gal.	1 45
" " " gal.	1 40
Canada Paint Co.'s pure	1 35
Toronto Lead & Color Co's pure	1 25
Sanderson Pearcy's pure	1 25
Standard Co.'s "New Era."	1 20
Francis-Frost Co.'s "Ark" B'd	1 30
" British Navy deck	1 25
Henderson & Potts's "Anchor"	1 50
Ramsay's paints, Pure, per gal.	1 35
" Thistle, "	1 20
" Outside, bbls	1 00
Island City House Paint	0 55
" Floor "	1 25
Martin-Senour Co.'s 100 p.c. pure, gal.	1 25
" " " " " ½ gal.	1 35
Sterling House Paint	1 40
" Floor "	1 45
National	1 25
Jamieson's "Crown Anchor"	1 25
Senour's Floor Paints, gal.	1 08
	1 20

PARIS GREEN.

600-lb. barrels	
250-lb. kegs	
50 and 100 lb. drums	
25 lb. drums	
1 lb. paper boxes	
½ lb. tins	
½ lb. paper boxes	
¼ lb. tins	

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls.	1 50
Bulk in less quantity	1 80
Bladders in bbls.	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
Copaline, per gal. can		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac." coach		1 80
"Gold Medal," per gal., in cases		2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.: American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; 5 per cent. discount. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net	4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 35 3 00

House.

American, per lb. 0 35 0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55 and 5
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, gimlet point	70 and 5
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb. 0 80	0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass; net revised list.

Cast Iron.

Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

Paterson's Wire Edged Ready Roofing

(RED STAR BRAND)

FIRST IN QUALITY
FIRST IN DURABILITY
FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing. Don't you want to know how you can easily secure their profitable orders?

The Paterson Mfg. Co., Limited
Toronto and Montreal.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 60 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10		cent
Arcade	70 "	10	"
Kearney & Foot	70 "	10	"
Disston's	70 "	10	"
American	70 "	10	"
J. Barton Smith	70 "	10	"
McClellan	70 "	10	"
Eagle	70 "	10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70 to	75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

For less than 100 feet of one size, pane t less 33⅓%. Terms 90 days net 2½ 30 days.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 55 per cent.

Wire Gauge.

Winn's, Nos. 26 to 33	ea	1 65	2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60; -case and over $3.50.

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	....	9 00
" " ⅞ "	.... "	....	10 00
" " 1 "	.... "	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10

Sledge.

Canadian	per lb.	0	0

Ball Pean.

English and Canadian, per lb.	0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge— to 10 in.	per 100 lb.	....	4 50
12 in. up	"	....	25
Spring, No. 20, per gro. pairs	....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 120, $20; No. 51, $10; No. 50, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	....	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval / Head
M.R.M. Co. brand, 55 per cent.
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base	3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock American | per gross | .... | 0 60

KNOBS.

Door, japanned and N.P., per doz		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$ 3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes	....	2 50

Woodyatt, ball b'ring, 12 to 20-in 5 60 to 7 45
Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21, 23, 25	$10 00	14 00
10½ in. ball bearing 12 to 20.	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am.	per doz.	0 50	6 00
Eagle, discount 20 to 25 per cent.			

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 25 per cent.
Round head, discount 20 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	....	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire.
2d	3 70	3 15
3d	2 85	2 80
4 and 5d	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 10

F.o.b. Montreal. Toronto 10c. higher.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	....	7 80
" "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

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English .....per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs,		discount 37½ to 40 per cent.
Button's imitation....per doz.	5 00	9 00
man ..... "	0 60	0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 0016
Canadian pitcher spout	1 80	3

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood.....per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros.' "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish.....	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 10½
Pure Manilla	0 15
"British" Manilla.....	0 11½
Cotton, 3-16 inch and larger 0 21	0 23
" 5-32 inch 0 25	0 27
" ⅛ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord. 48 feet.....per doz.	0 60
" " 60 feet..... "	0 75
" " 72 feet..... "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" " No. 50, nickle-plated, "	0 80
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Kurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
"Eureka" tinned steel, hooks "	8 00	

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's...per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	....	0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

(Hollow Back)	(Reinforced S Scoop.)
Moose..... $17 50	..... $16 30
Bear..... 15 00	..... 15 30
Fox 12 50	..... 14 30
Black Cat.... 10 00	..... 13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

SQUARES.

Iron, No. 492 .....per doz.	1 90	2 25
" No. 493 ..... "	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... " "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85, 12½ and 12	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.
German.....per doz. 4 75 5 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" 4-ply	....	0 29
Mattress .....per lb	33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2.....	....	5 50
Saw Vise.....	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....	$2 15
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..	1 50

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	29 00

Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

When you buy Canadian-made goods you increase your own sales.

Buy these Brands of FILES and RASPS

MADE IN CANADA

AMERICAN -- ARCADE -- EAGLE -- GREAT WESTERN
GLOBE -- KEARNEY & FOOT -- McCLELLAN -- J.B.SMITH

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We have a full assortment of all sizes from 1-8 in. to 6 in.

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Morrison, Jas., Brass Mfg. Co., Toronto.
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Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.
United Brass Mfg. Co., Cleveland, Ohio.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Brushes.
Ramsay, A., & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Can Openers.
Cumming Mfg. Co., Renfrew.

Cans.
Acme Can Works, Montreal.

Carpenters' and Builders' Tools and Supplies.
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Paint & Glass Co., Winnipeg.

Carriage and Waggon Accessories.
Carriage Mountings Co., Toronto.
Covert Mfg. Co., West Troy, N.Y.
Loughead, J. S., & Son, Sarnia, Ont.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Ltd., Niagara Falls.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton, Ont.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Silberstein, A. L., New York.
Smith & Hemenway Co. New York.

Door Hangers.
Safety Door Hanger Co., Hamilton, Ont.
Wilcox Mfg. Co., London.

Electric Fixtures.
Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell, Toronto.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

Financial Institutions
Bradstreet Co.
Holzman Bros., New York.

Firearms and Ammunition.
Dominion Cartridge Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.

Galvanizing.
Montreal Rolling Mills Co., Montreal.

Garden & Farm Implements.
Maple Leaf Harvest Tool Co., Tillsonburg.

Gas and Acetylene Lamps, Mantles, etc.
Auer Light Co., Montreal.
Continental Heat & Light Co., Montreal.

Glaziers' Diamonds.
Gibsone, J. B, Montreal, Que.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

Hollow Ware.
Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers.
Cluff, R. J., & Co., Toronto.
Gurney Foundry Co., Toronto.
Pease Foundry Co., Toronto.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

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Montreal Rolling Mills, Montreal.
Page-Hersey Iron and Tube Co., Guelph.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Ladders—Extension.
Berlin Woodenware Co., Berlin.
Waggoner Ladder Co., London.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Clipper Lawn Mower Co., Dixon, Ill.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs, Etc.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

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Peterborough Lock Mfg. Co., Peterborough, Ont.

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Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents and Brokers.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Ironside, Son & Co., London, Eng.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co., Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

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Greening, B., Wire Co., Hamilton.

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Borden Co,, Warren, Ohio.
Canadian Fairbanks Co., Montreal.
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Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
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Mueller, H., Mfg. Co., Decatur, Ill.
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Page-Hersey Iron & Tube Co., Guelph.
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United Brass Mfg. Co., Cleveland, Ohio.

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Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Imperial Cement Co., Owen Sound.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg. Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

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Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Refrigerators.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

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Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

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Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co , Peterboro.

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Round, John, & Son, Sheffield, Eng.

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Canada Cycle & Motor Co., Toronto.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

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Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

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Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

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Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

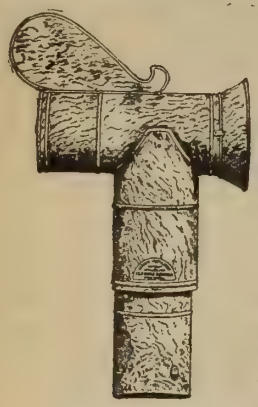
Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
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Wallace-Barnes Co., Bristol, Conn.

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Dennis Wire and Iron Co., London, Ont.
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McGregor-Banwell Co., Walkerville.
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Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont.
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Then it is your chance to get business.

THE

ZEPHYR Ventilator

saves the expense of building a high chimney.

It is so constructed as to guarantee a perfect draft, and, therefore, easy combustion.

By using the ZEPHYR, it is possible to burn soft coal with the best results.

The smoke is easily drawn off, enabling an even heat to be generated.

THE ZEPHYR IS STRONGLY PUT UP AND WILL RESIST ANY STORM.

This is what others think of it :

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Providence Mother House.

Messrs. Harris Co., Limited, Montreal.

Dear Sirs,—It is with pleasure that I can say your "Aeolian" Ventilator is the best Ventilator we have used on our establishments so far. We have eight (8) of the large sizes put up on our Mother House and on the Hospice Gamelin and they give us entire satisfaction.

Yours respectfully, SISTER MADELEINE, Dep.

We manufacture and guarantee :

The Harris Filter
The Aeolian Ventilator,
The Zephyr Ventilator,
Expansion Conductor Pipe.

The J. W. HARRIS COMPANY, Limited

Successors to LESSARD & HARRIS

Contractors ***MONTREAL***

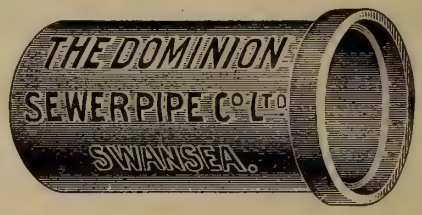
Phone No. Parkdale 1809

Post Office and Telegraph Address Swansea

The Dominion Sewer Pipe Co., Limited

Swansea, Toronto, Ont.

This is a good time to order your stock.



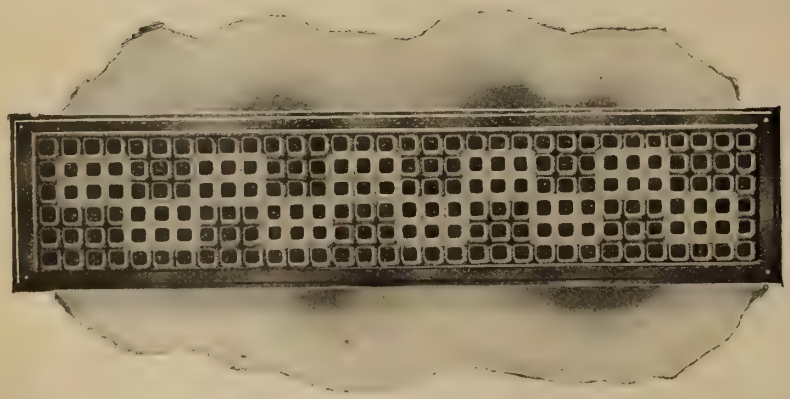
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SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

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Works : Swansea, Toronto, Ont.

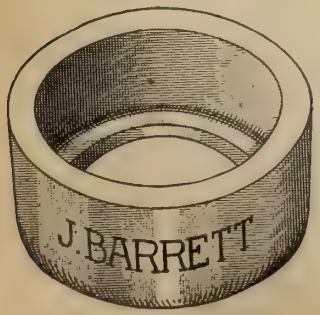


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For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches,

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Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

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HONEST PRICES

2½-in.	cups	$6.00	per 100
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3½-in.	"	$8.00	" 100
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Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

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A RELIABLE BABBIT

manufactured by a reliable firm. Contains a large percentage of

Tin, Antimony, Copper

with sufficient lead to act as a lubricant requiring the minimum of oil.

It Keeps Bearings Cool

Stands heavy pressure and high speed.

Price, 30cts. per lb.

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PRESSED, STAMPED, and MACHINE-MADE

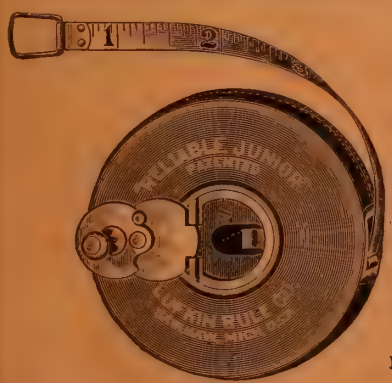
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We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

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LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



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High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

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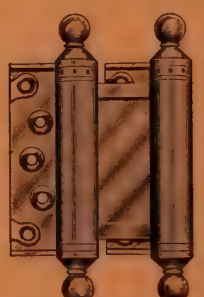
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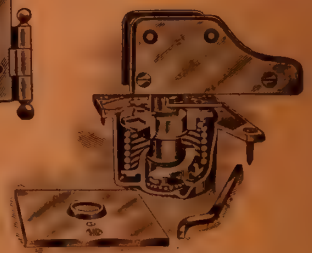




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CATALOGUE ON REQUEST

Convention Report, Page 27.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, MAY 19, 1906 NO. 20.

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JOHN WILSONS

CELEBRATED

"PEPPERCORN AND DIAMOND"

BRAND CUTLERY.

TRADE MARK

BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO., MONTREAL

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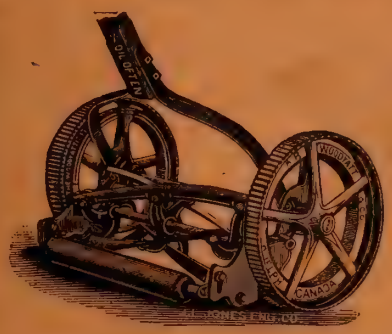
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is no longer a stranger, but has proved its claim to be at least equal to any brand except **"QUEEN'S HEAD."** Quality guaranteed and price low.

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A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

We Make The Best For You



You have to sell Mowers in competition, but there is ***no competition*** for the Best.

That is the reason we are safe in saying, ***Buy such Lawn Mowers*** as

WOODYATT, EMPRESS, DAISY

and you will not have to seek trade.

The cylinders of these machines are made from the best steel. The castings are machine made. Every part of the mowers is interchangable.

Our Lawn Mowers are Guaranteed. Lawn Mower Catalogue sent to any Hardwareman.

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The Largest Manufacturers of Hardware in Canada.

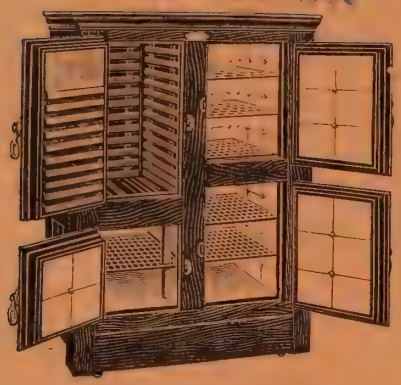
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RETURNED MAY 25 1906



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REFRIGERATORS

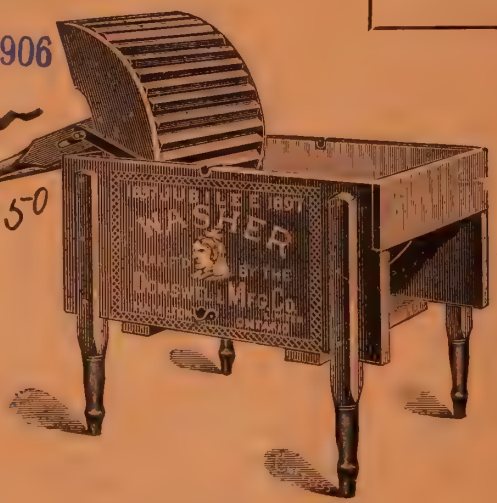
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ON

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Mangles
Water Coolers
Filters, Etc.

Ice Tongs

ETURNED
AY 25 1906



WASHING MACHINES

RETURNED MAY 25 1906



CARPET SWEEPERS

Ice Shavers

RETURNED MAY 25 1906



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WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

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Hollow Ground
$2.00
Double Concave for
Extra Heavy Beards
$2.50
Pair in Leather Case
$4.50
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NO HONING **NO GRINDING**

NO EW BLADES **NO ANNUAL TAX**

FIRST PURCHASE PRICE THE ONLY EXPENSE

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our **booklet, "Hints on Shaving," Free,** and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

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REVOLVERS

Harrington & Richardson. **Iver Johnson**

Sizes 22—32—38 Calibre

Hammerless

Never out of style. Always up to date.
The best is what you want.

THOS. BIRKETT & SON CO.,
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Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.



The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.

ICE CREAM FREEZERS THAT SELL







Send for Catalog.

THEY ARE
Well Advertised,
In Demand,
Easily Sold,
Satisfactory in Use,
Of Known Reputation,

THEY EXCEL IN
Easy Running,
Quick Freezing,
Economy,
Convenience,
Practical Results,

North Bros. Mfg. Co.,
Philadelphia, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

OUR PRICES ON

DOUBLE BARREL, BREECH LOADING

SHOT GUNS

HIT THE BULL'S EYE

RETURNED
MAY 19 1906



RETURNED
MAY 19 1906

If you have not placed your orders for this line, we recommend that you wait to see our samples.

We have the best assortment this year that we have ever shown, at our old trade-winning prices.

This includes **Belgian, Remington** and **Hallis** Guns, also **H. & R.** Single Guns.

Our stock of **Winchester, Marlin, Savage, and H. and A.** lines is complete.

All gauges **Muzzle Loading Guns** for the Indian trade.

We issue a special catalogue covering these lines, which we will be pleased to send you upon application.



FOR FURTHER PARTICULARS WRITE

LEWIS BROS., LTD.

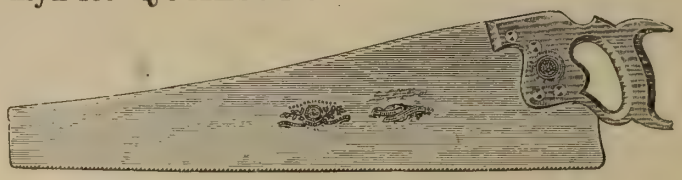
OTTAWA
TORONTO

MONTREAL
WINNIPEG

VANCOUVER
CALGARY

QUALITY IS THE BEST POLICY

and our name is a synomyn for QUALITY in



HANDSAWS

Our first endeavor is to make the best saws; our second to make them as low-priced as possible. Note the "as possible;" it means that we allow no sacrifice of quality to attain the "cheap" end. Because of our long experience and our modern plant we are equipped to compete with Canadian and American sawmakers—to **your** advantage. Write us **to-day** and we will send you an illustrated price list.

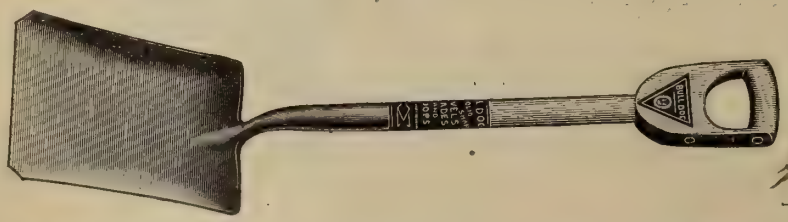
SPEAR & JACKSON ÆTNA WORKS **Sheffield, England**

Telegraphic address: **"Spear, Sheffield"**

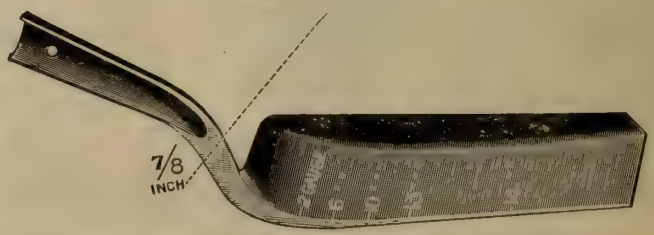
POINTS WORTH NOTING

Some qualities of the **BULLDOG** Shovels and Spades

One piece shovel, forged from the bar, without weld or rivet, having solid neck and thick centre line on the blade, tempered in oil, straight chucked handle can be replaced when broken.



Notice solid shank



Sectional view of finished one piece "Bulldog" shovel showing gauge of steel or thickness at different points.

CANADIAN SHOVEL and TOOL CO., Limited

HAMILTON, - CANADA

WRITE FOR CATALOGUE

H. S. HOWLAND, SONS & CO. LIMITED

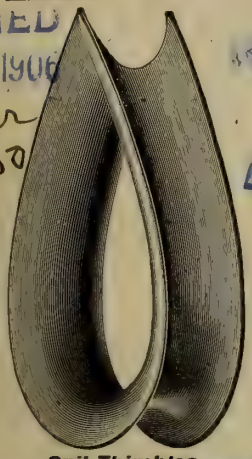
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Only Wholesale

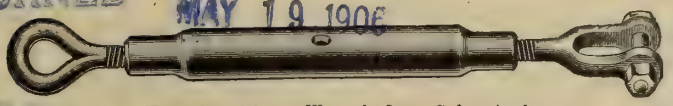
138-140 WEST FRONT STREET, TORONTO

Wholesale Only

SHIP HARDWARE



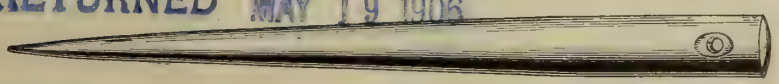
Sail Thimbles. Steel Wire Rope.



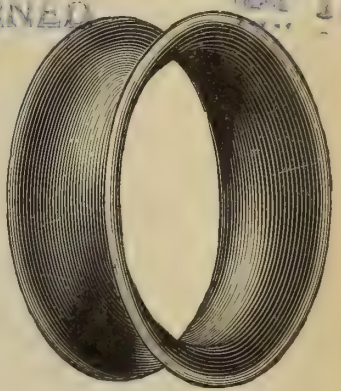
Turnbuckles. Wrought Iron, Galvanized.



Turnbuckles. Malleable Iron, Galvanized.



Marlin Spikes. Polished Tempered Steel.



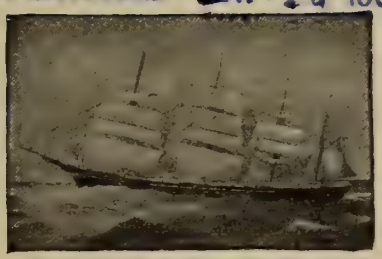
Sail Thimbles. Malleable Iron.

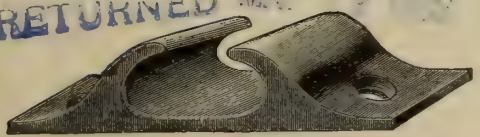


Match Hooks.

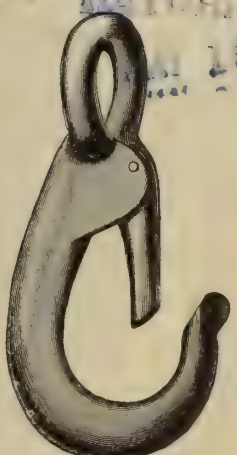


Snatch Blocks.





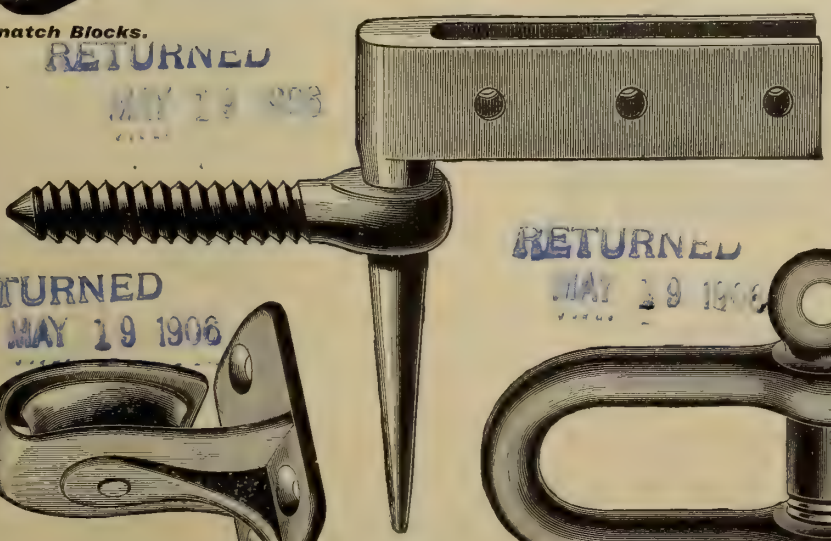
Chocks. Galvanized.



Boat Snap Hooks.



Single Hook.



Screw Rudder Braces.



Boat Hooks.

Snatch Blocks.

Shackles.



Thimbles. Steel, open.

For a fuller description see our Catalogue

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

Our Prices are Right

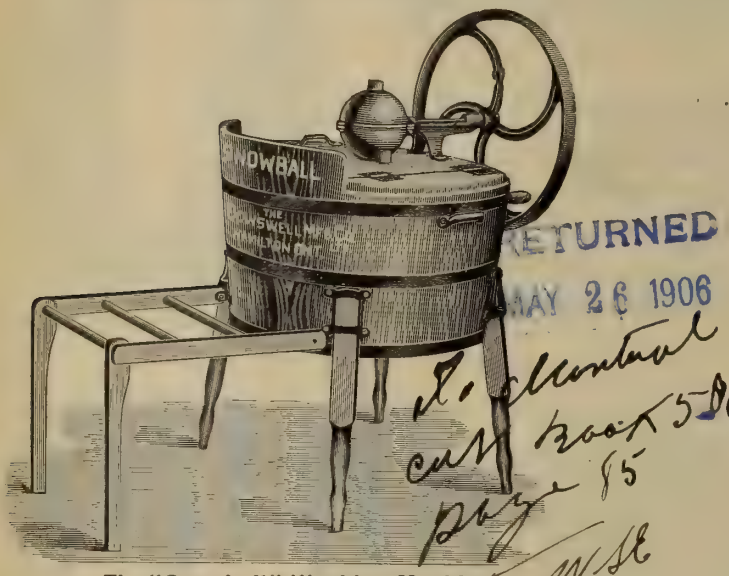
Factory: Dufferin Street, Toronto

We Ship Promptly

Is Your Store a Woman's Store?

Women are the purchasing agents of the home. Do you handle what they want. Do you keep a full line of the many labor saving devices used in the kitchen? The line is growing in importance constantly.

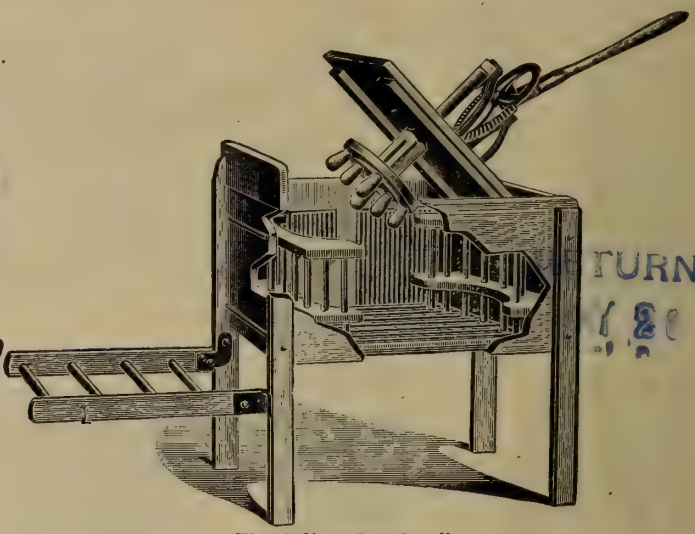
Washing machines and wringers are good lines and will pay you well.



RETURNED
MAY 26 1906

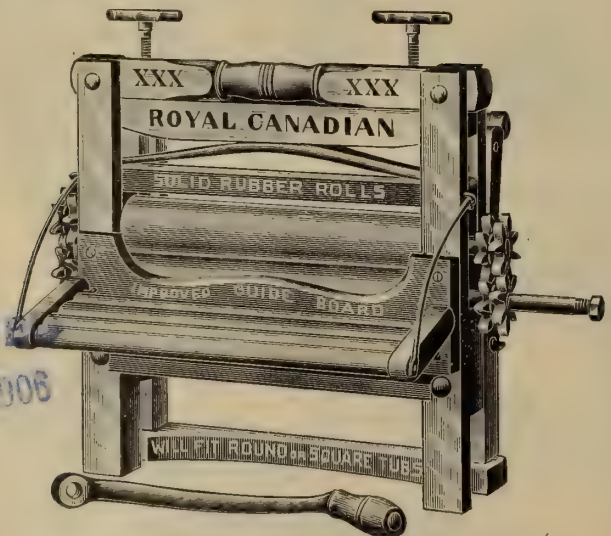
The "Snowball" Washing Machine.

The latest, safest and strongest rotary washer. The cogs are enclosed in a metal globe, a very desirable feature, accidents almost impossible. It is very easy and smooth running and has decided advantages worth looking into.



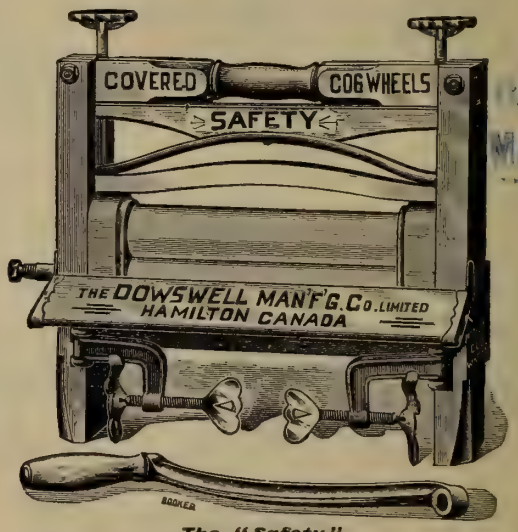
The "New Leader"

This machine has been before the public for many years, and is a general favorite While in operation it is closed, making no slop and retaining the heat in the machine, which for obvious reasons is greatly to be desired.



The "Royal Canadian"

This popular wringer has been on the Canadian market for a long time and is still one of the best sellers.



The "Safety"

With ball bearings and protected gears. One of the easiest running and safest wringers made.

Ask for prices or see our travellers

Frothingham & Workman, Limited

1809 Wholesale Hardware and Iron Merchants 1906

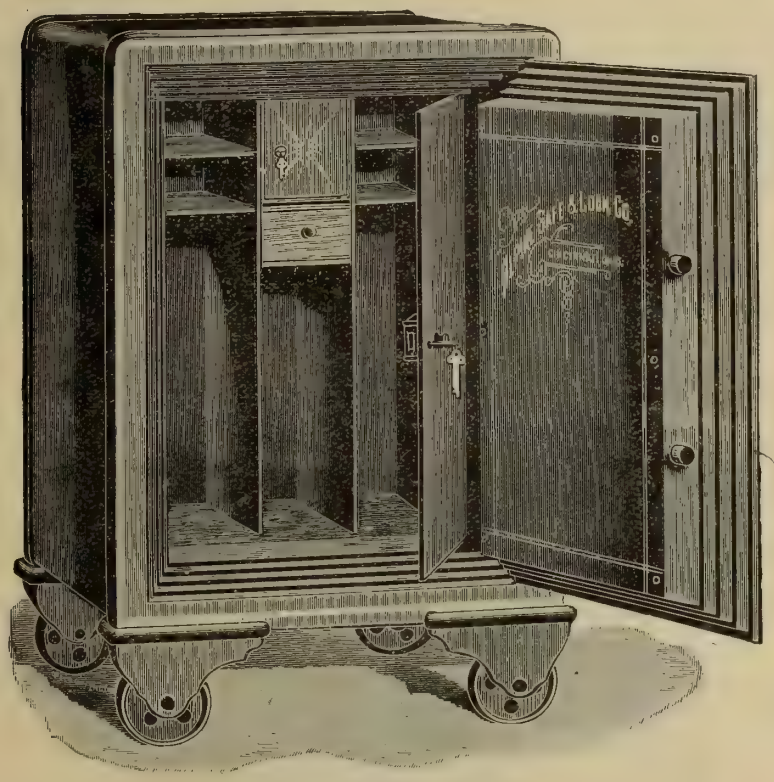
MONTREAL, CANADA.

We bid for your business on the merits of our merchandise and

the lowness of our prices

ALPINE SAFES

Guaranteed Fire Proof



Highest Grade Strongest and Best on the Market

No. 47. Weight 1250 lbs.

Outside measure, 41 x 27 x 26 inches.
Inside measure, 26 x 18 x 14 inches.
Four Pigeon Holes, 3 x 6 x 12 inches.
Two Book spaces, $19\frac{1}{2}$ x 6 x 14 inches.
One Book space, $16\frac{1}{2}$ x $5\frac{5}{8}$ x 14 inches.
One Drawer, 3 x $5\frac{1}{4}$ x 12 inches.
Sub-Treasury, $6\frac{1}{4}$ x $5\frac{1}{4}$ x 12 inches.

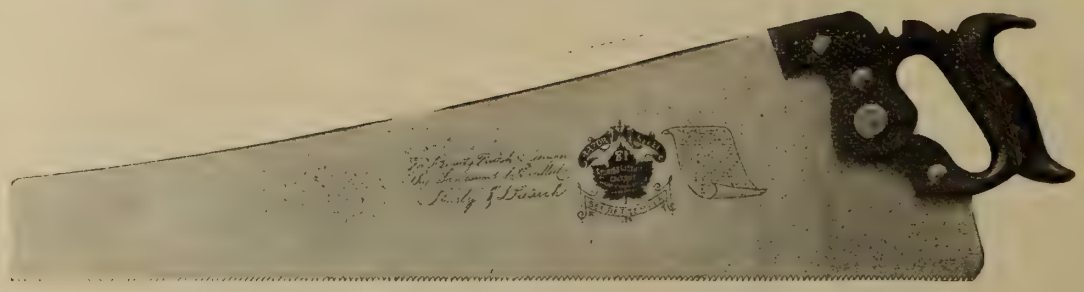
To-day is the day to see us for safes. The longer you wait the more you lose.

THE HOBBS HARDWARE CO., LIMITED

LONDON and TORONTO

Canada Leads the World in the Manufacture of

HIGH-CLASS SAWS



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

WINCHESTER RIFLES

ONE GRADE ONLY

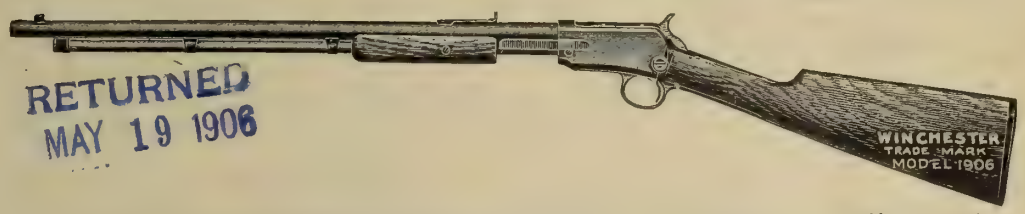
AND THAT IS THE BEST

Quality considered Winchester Rifles are the cheapest on the market.

Each Rifle is carefully tested and sighted by experts before it leaves the works.

Parts for Winchester Rifles are made to gauge and are interchangeable.

NEW MODEL 1906 WINCHESTER.



RETURNED
MAY 19 1906

Extra Light Weight Repeating Rifle, for .22 Short, R. F. Cartridges. Sporting Front Sight. Open Rear Sight. Very Low in Price.

WINCHESTER CARBINES WITH SLING STRAP.



RETURNED
MAY 19 1906

For Horseback Riding, or Handy for Use in the Bush. Can be had in Calibres .44 W.C.F. 38-55, .30 W.C.F., .32 Win. Special.

To Montreal
Cat. Book 57
page 62
W&E

1906 BLUE BOOK SHEWS MANY OTHER LINES OF THESE RIFLES

MODEL 1895 WINCHESTER



RETURNED
MAY 19 1906

This Rifle is Light and Strong, Well Balanced, Neat Design. Can be Furnished in following Calibres : .30 U.S. Army, .303 British, 38-72, 40-72.

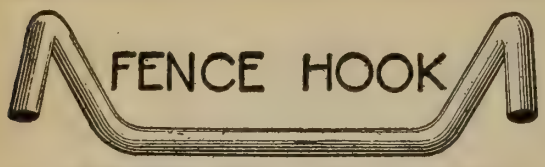
WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG

GALVANIZED FENCE HOOK

FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON ONT

TRADE MARK

This design a guarantee of quality.

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IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER
All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

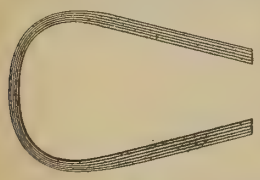
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

ESTABLISHED 1867

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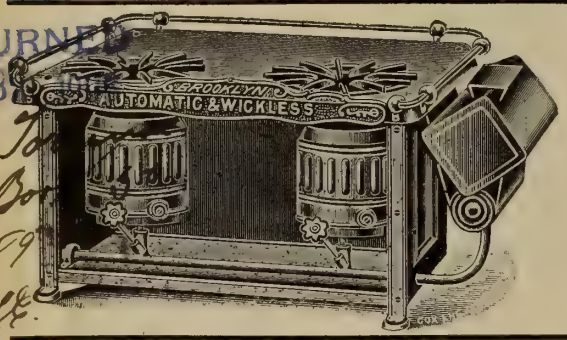
Mfrs. of HUBS, SPOKES and BENT GOODS

We manufacture a complete line of parts for WAGONS, CARTS, SLEIGHS, BUGGIES and CUTTERS. We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making HEAVY STOCK for Wagons, Carts and Sleighs, also STRAIGHT HEEL SHAFTS and S. B. POLES in all sizes.



We use strictly first-class material, and good workmanship. Send for prices for your requirements.

Quebec Agent: J. A. BERNARD, 21 St. Peter St., Quebec, P. Q.



Brooklyn...

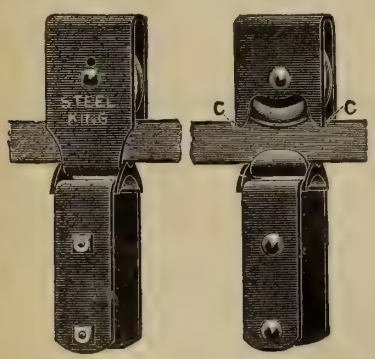
Blue Flame Wickless Oil Cook Stoves.

TWO or THREE BURNERS

Prices and booklet, showing full line of these goods, on application.

We handle Oil Stove Ovens at all prices

E. T. WRIGHT & CO.
HAMILTON, CANADA



Louden's Steel King Barn Door Hangers

Always give Satisfaction.

They are perfectly "stay-on," hold the door much closer to the track than others, and are better secured to the door, having three bolts well spread apart, instead of two bolts in the same line and close together, which is liable to split the board and loosen the hanger.

In addition to this, the pivot in all Louden Jointed Hangers is set a little ***outside of the centre line,*** which causes the door to hug the side of the barn, prevents it from rattling with the wind, and gives it more play to pass obstructions.

Manufactured only by

Louden Machinery Co., Guelph, Ont.

Manufacturers of Hay Carriers, Barn Door Hangers, Feed and Litter Carriers, Cow Stanchions, Barn Door Latches, etc.

ORLANDO VICKERY

Manufacturers' Agent

178-180 Victoria Street, TORONTO

SELLING:

STOVES, FURNACES, HOT WATER BOILERS, RADIATORS AND ALL HEATING GOODS.

ENAMELED BATHS, LAVATORIES, SINKS, CLOSETS, BRASS GOODS AND ALL PLUMBERS' SUPPLIES.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

$2 FOR THIS SMALL SUM THE **$2**

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

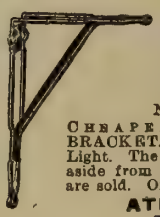
reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

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Canadian Contract Record

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$2 **$2**



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

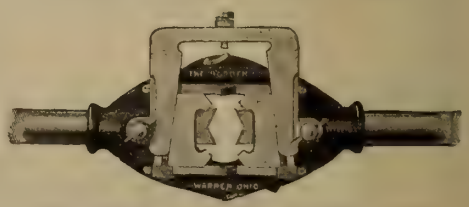
FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

THE NEW

"SOLID-ADJUSTABLE" HAND STOCK AND DIES



New prices that will warrant your inquiries.

The BORDEN COMPANY

WARREN, OHIO. U.S.A.



From now on

it is the Peerless Iceland Freezer and how to be sure ice cream is pure— in every magazine the woman picks up.

Be ready for her.
Ask your jobber.

THE DANA MFG. CO.,
10 Warren Street, New York. CINCINNATI

Here

The secret of big sales is to show the right thing at the right time.

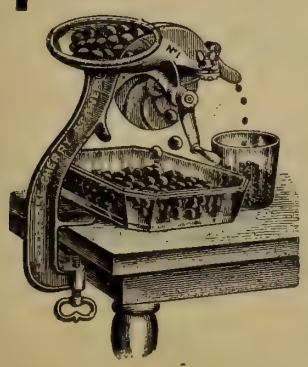
HERE are two things housekeepers are thinking about buying **now** — Cherry Stoners and Fruit Presses.

Other things are Lawn Sprinklers and Ice Shredders.

All of which, to be right, must be

"ENTERPRISE"

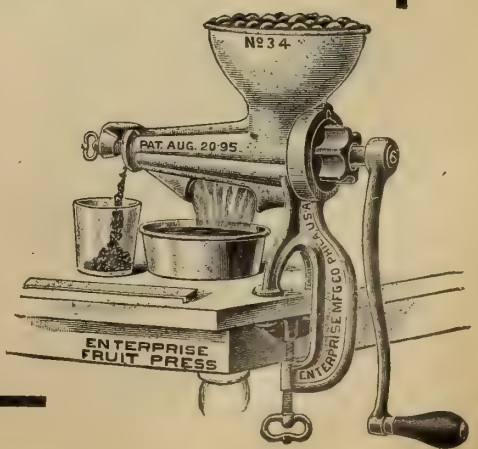
"ENTERPRISE"
Food Choppers Sell all the Time



Write for free copies of our newest booklet, "The Cook, Her Critic and——." If you give them away they will make sales for you.

The Enterprise Mfg. Co. of Pa.,

PHILADELPHIA, U.S.A.



Mr. Hardwareman, It's up to You



☞ SEE THE SIGN ?

☞ SEE THE LABELS?

WHAT ONE GOOD LIVE HUSTLING AGENT IS DOING WITH PEDLAR'S "OSHAWA" SHINGLE.

Mr. Vrooman only started to handle Metal Shingles late last year (1905), but before taking the sale of this class of goods up at all, he made himself perfectly familiar with all styles and classes that were being offered on the Canadian market, with the result that he applied for and was given the agency for The Pedlar People's Goods. Mr. Vrooman argued in this way:—"Now if I am to work up a good trade in the Metal Shingle business I must get the agency for the best that's manufactured, because a roof, of necessity, must be good, or it's no use besides if I don't get something that my customers can recommend to their friends, I shall do very little or no business."

His arguments were well taken, as the picture will show, because within six months (in the winter) he sold thirteen barn and house roofs, and the illustration shows his thirteen customers taking the goods home. They were applied, in the majority of cases, by the customers themselves, or their carpenters. The goods in this car load of 30,000 lbs, were mostly our 28 gauge "Oshawa Galvanized Shingle No. 600 E, and the shipment calledfor 32,000 square feet, or enough to cover 13 barns, each of say 25 squares. In speaking of this delivery the North Ontario "Times" of March 22, 1906, says:

"Tuesday morning farmers from all parts of Brock Township met at the station and loaded their wagons with the famous "Oshawa" steel shingles. Mr. J. H. E. Vrooman, the agent for the Pedlar Co'y, of Oshawa, entertained them to a dinner at the Brock House. After enjoying a very sumptous and social feast the wagons were lined up on River Street, when a photograph was taken by Mr. S. L. Wright of Uxbridge. This was the largest delivery of the kind ever held in Sunderland, and created quite a sensation, being witnessed by hundreds of people. As this make of Shingle has been much used in this Township since the first year of its existence goes to show that the "Oshawa" steel shingles must be the choice of the people and satisfactory to the builder. The Brock farmer knows what to use. They have the best of buildings. Mr. J. Bagshaw among the others, celebrated the occasion by sitting in with the other boys and had his photo taken. All his buildings are covered with "Oshawa" shingles, and he could not say too much in their favor, having put them on himself. Although the winter has been dull for builders, Mr. Vrooman reports having done a large business in the sale of the "Oshawa" steel shingles, and the outlook for further business is good it being hard to keep a good thing down."

The fact that so many intelligent people, in one locality, used the "Oshawa" Galvanized Shingle, (locked on four sides), should be a very strong argument in favor of YOUR selling this kind of roof covering. There is none better than the "Oshawa," and some of very little use at all.

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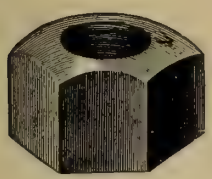
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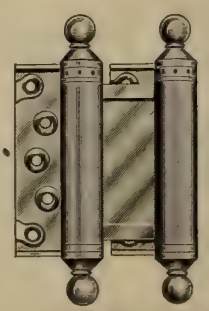
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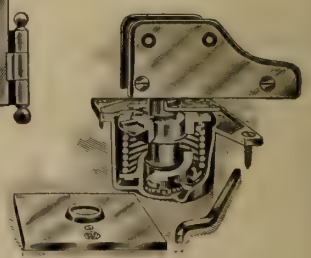




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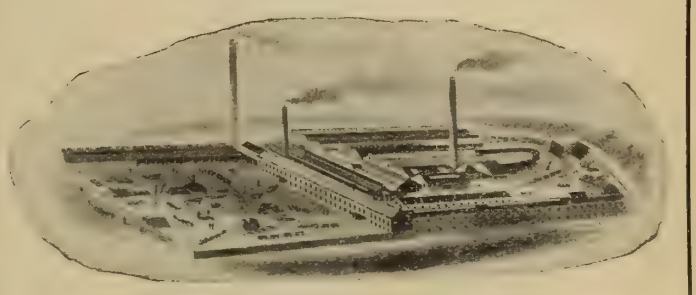
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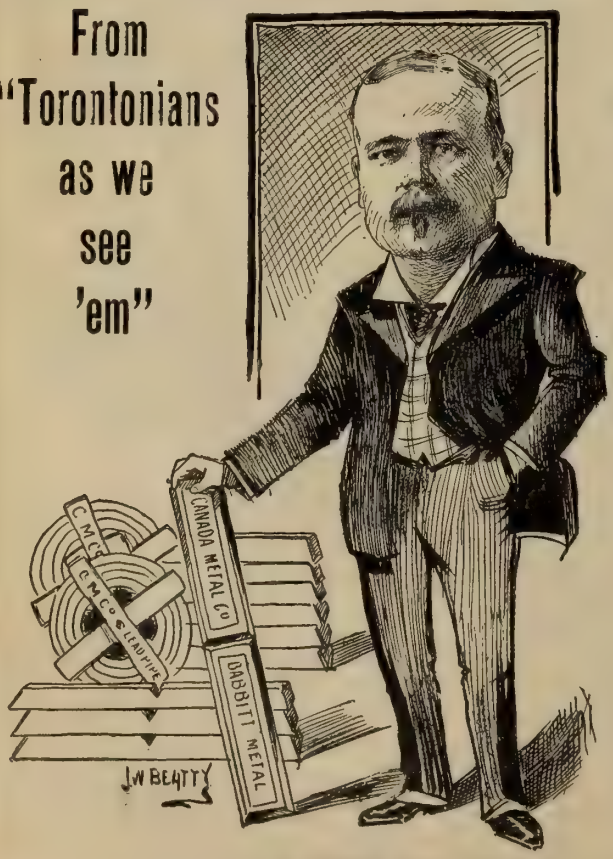
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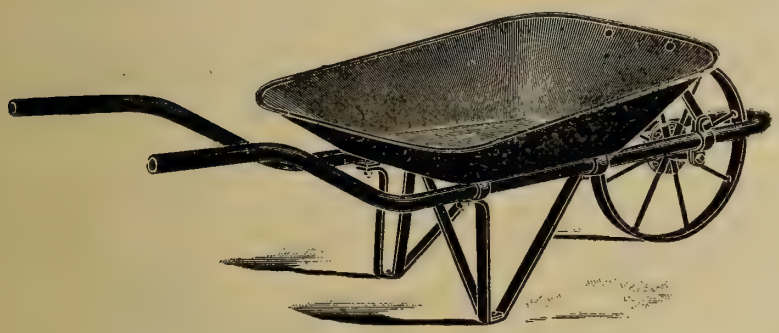
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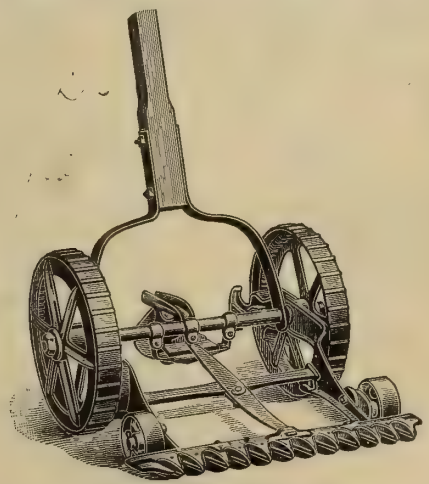
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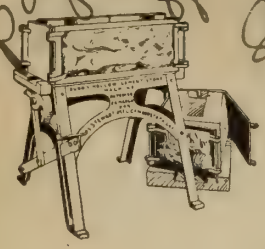
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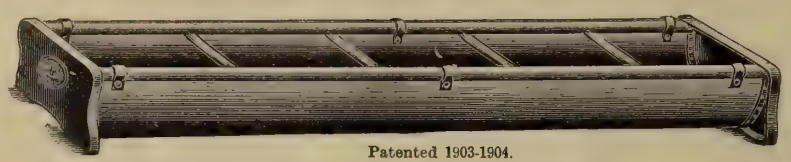
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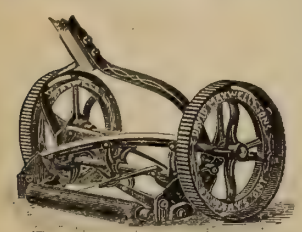
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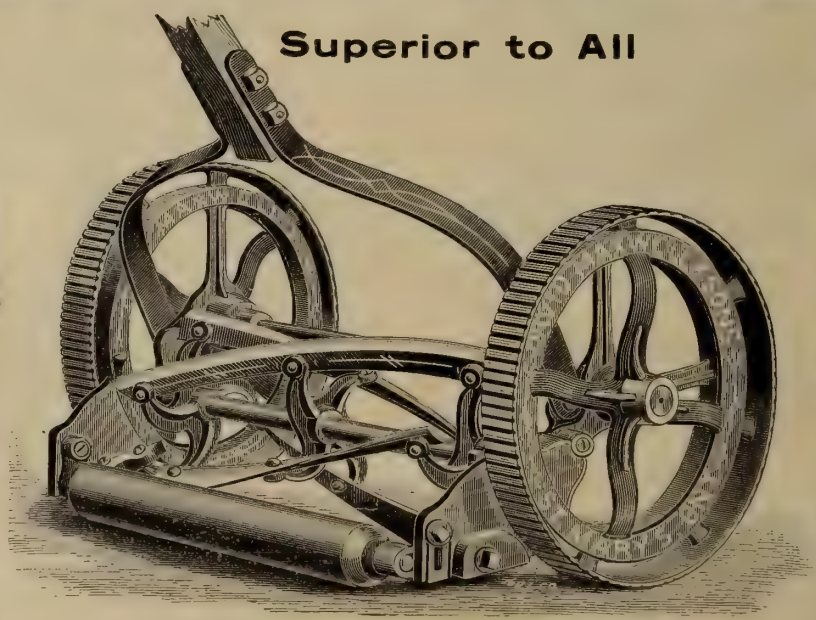


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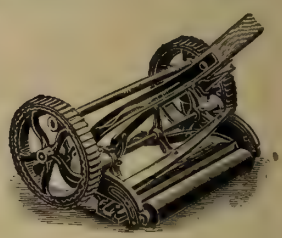
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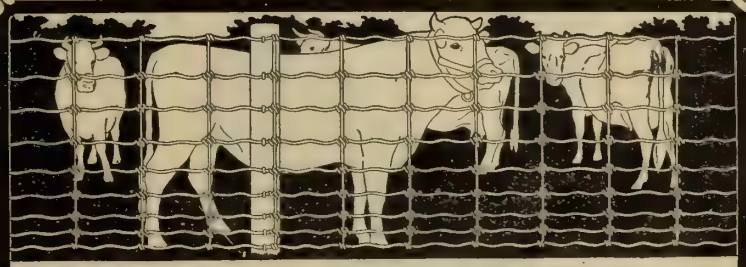
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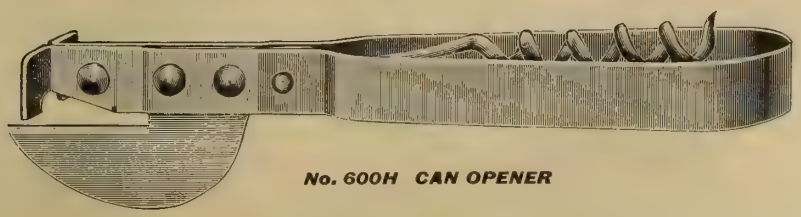
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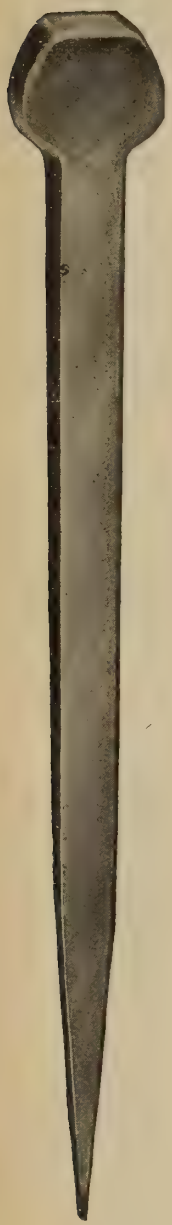
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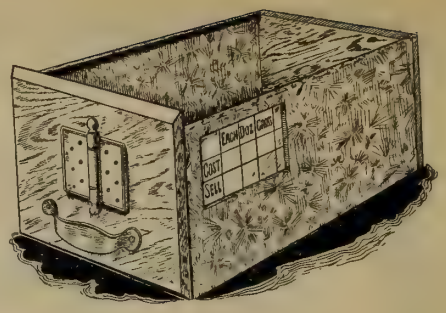
You can do all your farrier trade with the "C" brand. They will fulfil the most exacting conditions required as tests of quality. They are of the best designs, especially made for Canadian use. Have the finest hardened bevelled points, which will penetrate easily into the hardest hoofs. They will not bend in driving, nor will the heads fly off on striking an obstruction. This is because they are **hot-forged** from a special quality of Charcoal Steel Nail Rods, made for our purpose, and imported direct by us from Sweden. **It is the best material known or used in the world for the purpose of making horse nails. We challenge any maker in the world to give better results than are obtained by the use of the old reliable "C" brand,** which has been made in Canada for the past forty years, and has stood every test, and is the standard for quality to day among all its competitors.

All the leading wholesale hardware dealers have them for sale, or should accept orders for same at our d scounts (40, 10 and 7½ per cent.), plus freight to the various points. If you cannot obtain them, on request write us direct. Your orders are respectfully solicited.

Canada Horse Nail Company

MONTREAL

ESTABLISHED 1865



Time is money and space is money. The hardware merchant who has not installed the Bennett metal shelf boxes for displaying his goods is losing money every day.

How can you induce your customers to throw away their old lawn mower and buy a new one with ball bearings which a child can run with ease? How can you induce the farmer to replace his old stump fence with a new locked wire fence which a pig can only get through when it is made into sausages? How can you expect them to adopt the latest improvements when your own store is an advertisement for everything that is out-of-date?

NO INVESTIMENT WHICH IMPROVES THE STORE AND FACILITATES WAITING ON THE TRADE IS EXCESSIVE. When you lose fifteen minutes looking for some articles which you know you have in stock, you not only lose a quarter of an hour yourself, but you annoy the customer. Get a reputation not only for promptness of delivery but for promptness and celer ty in waiting on customers. We live in a busy age and men will deal where they get the quickest service.

GOODS WELL DISPLAYED ARE HALF SOLD. For a hundred dollars or so you can install Bennett Metal Shelf Boxes. They have stood the test. They will be attractive and will often suggest to customers some article which they had not thought of buying.

A veteran hardware merchant at a recent convention remarked that 80 per cent. of the men who failed in business failed because they did not know how to display their goods to advantage and often made what should have been an attractive store look like a second-hand junk shop.

Don't be one of the 80 per cent., and don't run a junk shop instead of a twentieth century hardware store.

Write for our price list. It gives prices of boxes of various sizes. Or give us the space you have available and we will suggest an assortment of boxes and give you our best prices.

CAMERON & CAMPBELL

TORONTO

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window
Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO.,
PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON,
LONDON.

Please mention HARDWARE AND METAL when writing.



Underground, overground, first floor, any floor, and cellar tanks, for all kinds of oils, varnishes, and paints, in large or small quantities.

THAT'S THE BOWSER

FIRST FLOOR OUTFIT, one of fifty styles.

250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

ECONOMY,
CLEANLINESS,
SAFETY,
CONVENIENCE,
LABOR and
TIME SAVED

AND, THEREFORE,

MONEY IN THE DEALER'S POCKET

Catalogue "V" tells how this is accomplished! Send for it to-day.

S. F. Bowser & Co., (Inc.)

FACTORY AND OFFICE:
530 Front St. West - - TORONTO, ONT.

We Manufacture

LANTERN LAMPS

Lamp Burners
Incandescent Lamps
Plumbers' Chain
Jack Chain
Etc., Etc.

SOLD BY ALL DEALERS



BANNER

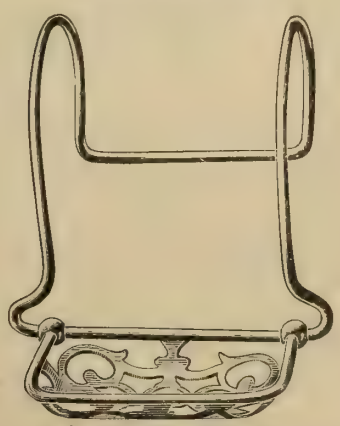
Ontario Lantern and Lamp Co., Ltd.

HAMILTON, ONTARIO

QUALITY CPMC TORONTO FINISH

A NEW SOAP DISH!

AT MEDIUM PRICE

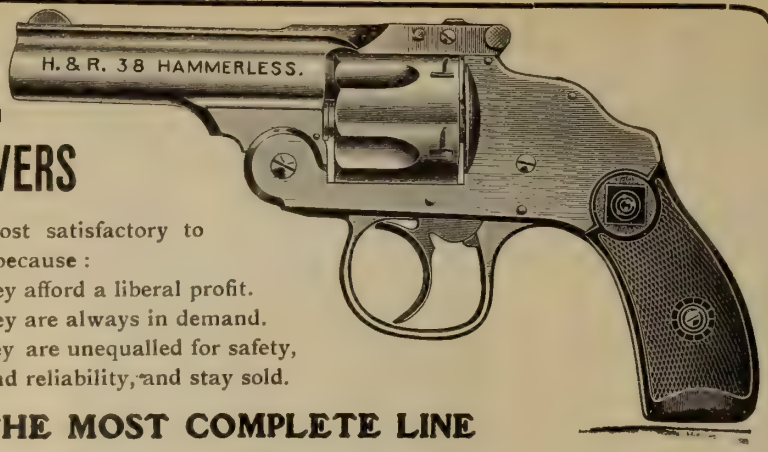


No. 325 in our new Catalog "B2"

THE CARRIAGE MOUNTINGS CO., Limited

TORONTO

H. & R. REVOLVERS



are the most satisfactory to the dealer because :

1st. They afford a liberal profit.
2nd. They are always in demand.
3rd. They are unequalled for safety, accuracy and reliability, and stay sold.

THE MOST COMPLETE LINE

22, 32, 38 and 44 Calibres. Hammer, Safety Hammer and Hammerless. Solid Frame (D.A.) and Automatic Ejecting.

Sold by the leading jobbers. ***Write for Catalog.***

Harrington & Richardson Arms Co.,
Worcester, Mass., U.S.A.

Mention HARDWARE AND METAL



A GOOD LINE

Beaver Post-Hole Digger

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break. Special discounts to the trade.

Canada Foundry Company, Limited
Head Office and Works, Toronto, Ont.
District Offices; Montreal, Halifax, Ottawa, Winnpeg, Vancouves, Rossland

JAMES HUTTON & Co.

Manufacturers' Agents

MONTREAL

REPRESENTING

JOSEPH RODGERS & SONS LTD., Cutlers to His Majesty
STEEL, PEECH & TOZER Ltd., Steel Axles, Tyres, Spring Steel, &c., &c.
W. & S. BUTCHER, Razors, Files, &c.
THOS. GOLDSWORTHY & SONS, Emery, Emery Cloth, &c.
BURROUGHES & WATTS, LTD., Billiard Tables, &c.

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO
—Manufacturers of the celebrated—
"Saugeen Brand"
OF PORTLAND CEMENT
Prices on application. Prompt shipments

The Imperial Cement Co., Limited
Makers of the Celebrated Brand
"IMPERIAL" PORTLAND CEMENT
OWEN SOUND, ONT.

USE
"HERCULES" BRAND
PORTLAND CEMENT
Manufactured by
THE GREY & BRUCE PORTLAND CEMENT CO.
OWEN SOUND
J. McLAUCHLAN, President.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO Limited
Head Office :
Ingersoll, Ontario.
Walter Mills, General Manage
Ask for quotations for Septic Tanks.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.



Mantels, Grates, Tile, etc.

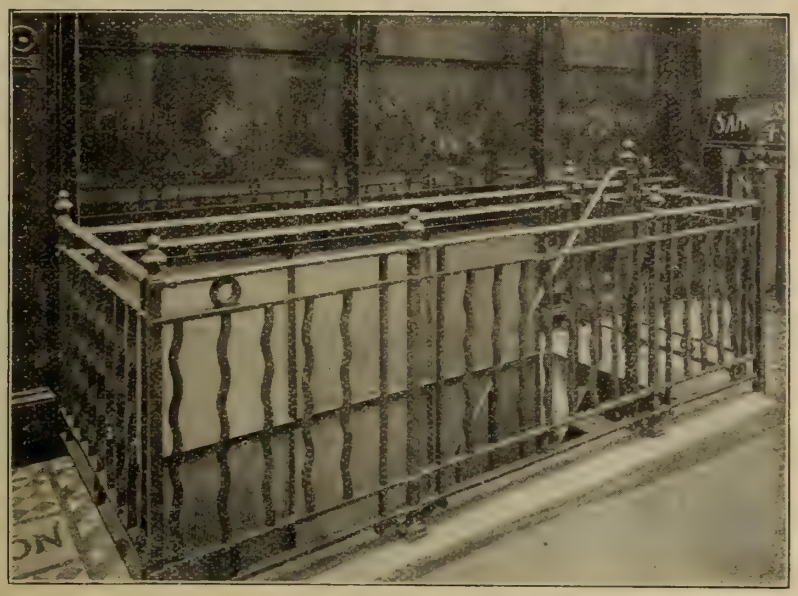
A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West

ONE CENT

Is it worth one cent to know well not only the paints and brushes you are selling but also those your competitor is selling? A Post Card sent to our advertisers will bring you full information about their goods.

It Knows No Conqueror



It must be clear to you, from the illustrations shown at different times, that

MAXIMUM LIGHT GLASS

is a marvel when it comes to sending daylight into dark places.

You have some idea of the "light" drawbacks of basements. Would you be surprised if you stepped into the basement illustrated on this page and saw natural daylight where once was artificial illumination, people working with pleasure where once they worked with displeasure?

MAXIMUM LIGHT GLASS was the cause of the change. Have you samples?

SOLE CANADIAN AGENTS

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS

THE SUMMER COTTAGES



will soon need something to supersede the old-fashioned way of drawing water.

OUR GILT EDGE PUMPS



are built for the purpose and a few words will convince you that they would be a good thing to have in stock. The real article will sell itself. We have others, of course, and all through it is Quality first.

McDOUGALL PUMPS ARE STANDARD

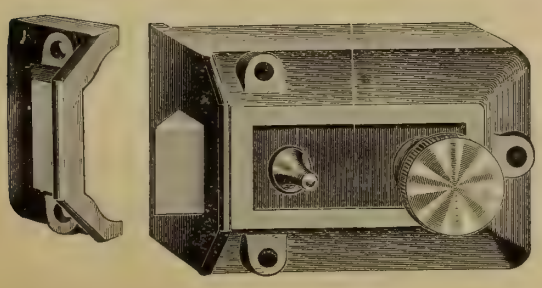
The R. McDougall Co., Limited, Galt, Canada

The Peterborough Lock Manufacturing Company, Limited

Peterborough, Ont.

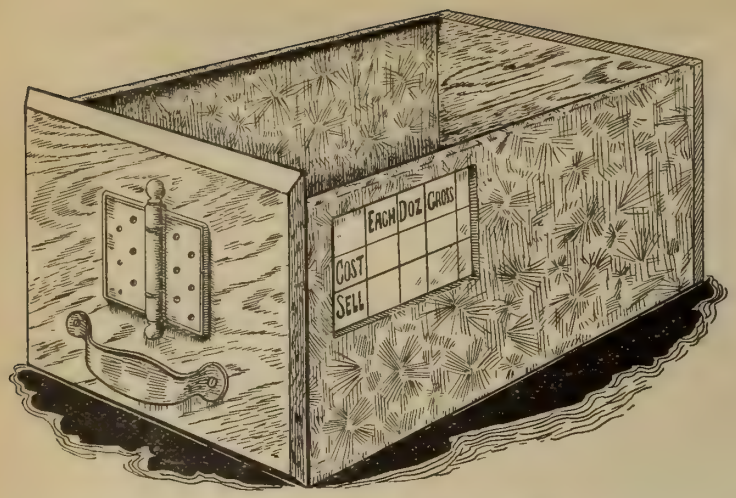
Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.



Cylinder Night Latch, No. 103.

Sold by all Leading Jobbers in the Dominion.



The Bennett Metal Shelf Box Has

1. ***METAL SIDES*** This saves at least 20 per cent. shelf room ; makes a stronger box and is cheaper than wood.
2. ***OAK FRONT*** Hard oil finish, and bevelled, the goods are displayed on the front of the box and in this way the sales are increased.
3. ***LIP . . . .*** Note the lip on the front of the box, this lip fits tight against the shelving and keeps out the dust.
4. ***PRICE CARD*** This card is inserted in a depression and never becomes soiled.

Write for Illustrated Folder and Price List.

CAMERON & CAMPBELL, Toronto, Sole Manufacturers for Canada

A GOOD INVESTMENT

Nearly every Hardware Merchant wants to buy or sell something, or wants to know something which his fellow Hardwaremen can tell him.

He cannot meet them all together and make the announcement he would like to make, but he can reach them all for the small sum of twenty-five or fifty cents through

HARDWARE AND METAL WANT ADS.

Rates 2c. per word for first insertion
" 1c. " " " subsequent insertion.

Eliminate every element of chance by selling

KEMP'S

DIAMOND ENAMELLED WARE



The kind that gives satisfaction. Every piece guaranteed. Orders filled promptly.

KEMP MANUFACTURING CO., TORONTO, ONT.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

HARDWARE CONVENTION A BIG SUCCESS

120 Members from 80 Towns Enrolled as Members of the Association.

It is safe to say that not one member who attended the convention of the Retail Hardware and Stove Dealers' Association of Ontario in Toronto on Tuesday and Wednesday of this week went away disappointed. If there was one he has not been heard from. True it is that there are several reasons for regret, but the reasons for congratulation far outbalance those of an opposite character.

Half a Hundred Present.

The most regrettable feature of the convention was the fact that a dozen more hardwaremen did not attend. Considering the busy time of the year it is an evidence of earnestness to report that nearly one-half of the 120 members of the association made the great sacrifice of time and money necessary to attend the convention. But the presence of only about half a dozen more would have enabled every delegate to have traveled at a reduced railway rate.

There being less than fifty delegates present from outside points the delegates had to pay fare and two-thirds for the round trip instead of the fare and one-third rate promised if fifty or more had attended. Had more of the 275 hardwaremen said to belong to the Retail Merchants' Association come in person instead of accepting Mr. Trowern's invitation to stay at home and send him their proxy votes they would have secured a better understanding of the two associations and the reduced railway rate would have been available.

But as has been pointed out before, none of the delegates have any kick coming and everyone feels that his time and money were spent in a successful effort to uplift the hardware and stove trades throughout the province. Even Mr. Wagg, who came down from Manitoulin Island specially to attend the convention, says he has already got his money's worth out of the association.

The following roll of delegates present is well representative of the trade in the northern and western portions of older Ontario, the eastern portion not being so well represented :



Group photo of about forty of the delegates to the Ontario Retail Hardware and Stove Dealers' Association Convention in Toronto on Tuesday, May 15, 1906.

Delegates' Roll.

A. W. Humphries, Parkhill.
John Caslor, Toronto.
J. R. Hambly, Barrie.
D. A. Macnab, Orillia.
D. E. McDonald, Florence.
Fred A. Brewer, Parkhill.
J. F. Norton, Ingersoll.
C. F. Moorhouse, Toronto.
J. Walton Peart, St. Marys.
W. G. Scott, Mount Forest.
H. Becker, New Hamburg.
W. B. Clifton, Alliston.
R. Redlam, Jarvis.
F. W. Jeffery, Midland.
W. Holborn, Sutton West.
Fred W. Otton, Barrie.
C. E. Noble, Dundalk.
Albert Wideman, Markham.
Chas. E. Jones, Uxbridge.
J. W. Peacock, Toronto.
A. Welch & Son, Toronto.
G. E. Rudd, Guelph.
John Coffey, Barrie.
W. I. Wagg, Providence Bay.
Jas. Dandie, Streetsville.
W. J. Geddes, Embro.
M. R. Marshall, Dunnville.
W. F. Moser, Blyth.
Chas. W. Conn, Tillsonburg.
E. P. Paulin, Goderich.
D. McGregor, Caledonia.
A. E. Nichols, Fergus.
E. S. Hubbell, Thamesville.
Jas. Lochead, Forest.
A. E. Bottum, Bobcaygeon.
D. Brocklebank, Arthur.
J. S. Hall, Toronto.
Robert Smith, Bolton.
R. H. Thornhill, Mount Forest.
Wm. Conrad, Waterloo.
Jas. Wilson, Thorold.
Thos. Fullerton, Monkton.
V. D. McPherson, Woodville.
John Bailes, Oshawa.
O. M. Hodson, Bolton.
Robt. Smith, Bolton.
Mr. French, of Clysdale & French, Caledonia.

Weston Wrigley, editor Hardware and Metal, Toronto.

Others present were J. B. MacLean, H. T. Hunter, J. G. Lorriman and Joseph Heale, of the Hardware and Metal staff, Messrs. E. M. Trowern, S. A.

Brubacher, James Eadie, George Nunn and W. H. Doel, representing the Retail Merchants' Association, E. R. Rogers and H. N. Joy, former presidents of hardware associations in Ontario and North Dakota, and several representatives of jobbing and manufacturing houses.

Results of the Convention.

The results of the convention are far-reaching and will be felt by everyone in the trade. Had anyone prophesied six weeks ago that such a convention would have been held and such a membership roll reported the prophet would have been ridiculed. For months there has been talk of organization, but for only a month has there been action. And action counts. Let the action be continued until September so that when the special convention arranged to be held during the time of the Industrial Exhibition is called to order the membership roll will not be less than 500 to 600.

An important action taken was the adoption of a slightly increased membership fee. This was discussed from every standpoint, some advocating as large a fee as $10, the fee charged in Manitoba and the Northwest provinces. Others strongly favored $5, contending that an association that was not worth that sum each year was not worth belonging to. Still others favored continuing the provisional fee of $2 because that is the price charged by the Retail Merchants' Association. The argument finally prevailed that the present association was certain to show results, but to get these results it would be necessary to have enough financial backing to allow the executive officers a chance to carry out the work they are outlining. An organizer cannot be expected to continue to give his labor for nothing and traveling expenses must be provided the executive for their quarterly meetings and for the investigation of grievances reported. The convention in naming the $3 fee chose a middle course and the 36 delegates present on Wednesday morning backed up their decision by paying in the extra dollar added to the provisional fee. The other 80 odd members will not hesitate to follow this example when they catch the spirit of enthusiasm which prevailed at the convention.

The Chief Controversy.

The one really regrettable incident of the convention was the bad tactics shown by representatives of the Retail Merchants' Association present. Undoubtedly they have strong arguments to present on behalf of their proposal of unity, but the vote of 34 to 1 against affiliation is proof conclusive that even a good cause can be damaged or lost by bad generalship.

The honesty of purpose of men speaking against or advocating affiliation cannot be questioned. Mr. Trowern honestly believes his plan of organization is the best and others honestly disagree with him. Now that the hardware association has decided to remain a separate body the matter of affiliation can well be left in abeyance for a year or two until a thorough trial is given the individual plan which has proved so successful in the States. It would be a mistake to bring the matter up again at the September convention.

While Mr. Trowern undoubtedly prejudiced his case by ignoring the hardware convention in his paper and by sending out a circular which, instead of bringing any delegates from the outside, brought, it is said, about 125 proxy post cards, his earnestness cannot be questioned as he delivered an interesting and instructive address and he was broadminded enough to rebuke his organizers when they were making themselves so obnoxious to the convention that cries of "put them out" were heard from various parts of the hall. The convention was exceedingly generous to Organizer Eadie in particular until he made himself so disagreeable that the chairman had to exercise his authority in an emphatic manner.

But too much time and space has already been devoted to this subject. The delegates, in their united wisdom, decided the matter after a protracted discussion and it can well be let alone in future and attention directed to more important subjects which have been forced into the background by the subject of affiliation. Let all unite now in a united effort to better trade conditions and make the new organization the success it promises to be.

List of Members Enrolled.

The following is a complete list of the members enrolled up to the close of the convention :

THE OFFICERS

At this week's Convention of the Retail Hardware and Stove Dealers' Association of Ontario the following officers were elected for the ensuing year; A. W. Humphries, Parkhill, President; W. G. Scott Mount Forest, 1st Vice-President; J. B. Hambly, Barrie, 2nd Vice-Pseident; John Caslor, Toronto, Treasurer; Weston Wrigley, Toronto, Secretary.

Executive Committee: The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich; Frank Taylor, Carleton Place.

Ailsa Craig—J. E. Westcott & Co.
Alliston—W. B. Clifton.
Arthur—D. Brocklebank & Son.
Barrie—John Coffey.
Barrie—J. R. Hambly.
Barrie—H. H. Otton & Son.
Baysville—Jas. D. Smith.
Bobcaygeon—A. E. Bottum.
Blind River—F. Y. W. Brathwaite.
Blenheim—J. W. Fleming & Son.
Blyth—J. G. Moser & Son.
Bothwell—G. H. Trott.
Bothwell—Colin Reid, Jr., & Bros.
Bolton—O. M. Hodson.
Bolton—Smith & Schaefer.
Brantford—Howie & Feely.
Brantford—A. Ballantyne.
Carleton Place—Taylor Bros. & Co.
Caledonia—McGregor & Co.
Caledonia—Clysdale & French.
Canfield—John McDonald & Son.
Dundalk—C. E. Noble.
Dundas—G. E. Wilson & Co.
Dunnville—Congdon & Marshall.
Dunnville—Jas. Ralston.
Embrun—H. A. Dupuis.
Embro—W. J. Geddes.
Essex—J. F. Rosebrugh.
Essex—W. H. Richardson.
Fergus—A. E. Nichols.
Fenelon Falls—Jos. Heard & Son.
Florence—McDonald & Cragg.
Forest—Wm. Lochead.
Glencoe—D. MacLachlan.
Glencoe—Jas. Wright & Son.
Goderich—E. P. Paulin.
Guelph—S. & G. Penfold.
Guelph—T. G. Rudd.
Hagersville—J. C. Kayser.
Hamilton—F. Hamilton Co.
Hamilton—A. W. Wright.
Hamilton—Boulter & Gilmore.
Harrow—J. Rumble.
Harrow—Thos. B. MacDonald.
Highgate—J. G. Crosby.
Ingersoll—W. H. Jones.
Ingersoll—T. N. Dunn.
Ingersoll—J. T. Norton.
Little Current—J. G. Kingsboro.
London—Geo. Taylor & Son.
Markham—A. & H. Wideman.
Merlin—W. A. Barr.
Midland—F. W. Jeffery.
Mount Albert—M. R. Summerfeldt.
Monkton—Thos. Fullerton.
Mount Forest—Scott & Murphy.
Mount Forest—C. J. Thornhill.
Newbury—B. M. Johnston.
Newmarket—G. A. Binns.
New Hamburg—D. & H. Becker.
Niagara Falls—J. H. Clark & Co.
Niagara Falls—Cole & McMurry.
Niagara Falls—J. T. Henderson.
Niagara Falls South—Garner Bros.
Niagara Falls South—S. E. Boulter.
Oakville—John Kelly.
Orono—J. Henry & Son.
Orillia—Macnab Bros.
Oshawa—John Bailes & Son.
Parkhill—Brewer & Harrison.
Parkhill—A. W. Humphries.
Providence Bay—W. I. Wagg.
Ridgetown—J. Laing & Son.
Ridgetown—J. H. Beattie & Co.
Ridgetown—Wm. F. McMaster.
Rodney—D. Mistele.
St. Catharines—S. W. Moore.
St. Catharines—Watts & Bate.
St. Catharines—Coy Bros. & Southcott.
St. Marys—St. Marys Hardware.
St. Thomas—Geo. W. Brown.
St. Thomas—R. H. Blackmore.
St. Thomas—W. J. McMurtry.
St. Thomas—S. A. Crawford.
Shelburne—W. A. Hillhouse.
Streetsville—James Dandie.
Sudbury—Purvis Bros.
Sutton West—W. Holborn.
Tiverton—C. F. Fawcett.
Tillsonburg—W. R. Hobbs.
Tillsonburg—E. J. Torrens.
Tilbury—M. Stewart.
Toronto—John Caslor.
Toronto—James Ivory.
Teeswater—D. Ferguson.
Thamesville—E. S. Hubbell.
Thorold—James Wilson.
Thorold—C. N. Stevenson.
Toronto—George Alexander.
Toronto—E. W. Chard.
Toronto—Geo. R. Plumb.
Toronto Junction—Hope & Noden.
Toronto—C. F. Moorehouse.
Toronto—J. W. Peacock.
Toronto—H. & G. Jamieson.
Toronto—J. S. Hall.
Toronto—Gurney Oxford Stove & Furnace Co.
Tottenham—R. J. Walkem.
Tottenham—Chas. Worrod.
Trenton—Mowat Hardware Co.
Tillsonburg—Chas. W. Conn.
Uxbridge—Henry Jones.
Verner—F. A. Ricard.
Walkerville—Walkerville Hardware Co.
Watford—Thomas Dodds.
West Lorne—McKillop & Ferguson.
Welland—J. H. Crow.
Woodstock—Fred W. Karn.
Woodville—V. E. McPherson.

MORNING SESSION.

The minutes of the Good Friday convention were read by the secretary, and after some comment were adopted as read. Mr. Trowern, secretary of the Retail Merchants' Association of Canada, took exception to part of the minutes wherein it was stated that the majority of those present at the former meeting were against amalgamation with the association he represented, but after a little comment the minutes were adopted as read.

The Civic Welcome.

It was expected that Mayor Coatsworth would be present to extend the city's welcome, but through press of work he was unable to attend. Alderman Graham, chairman of the Civic Reception Committee, was there however, and extended the glad hand to the delegates. "He regarded the organization as an important body. This is an age of organization. The trade or profession without it is handicapped in the race of life. There is no question in my mind but that it is a good practice for men in the same business to come together to exchange ideas. The man who has thought out some particular line gives the knowledge to others and the exchange of ideas and benefit of council enable you to carry out your business with profit to yourselves and profit to the community. If we can contribute to your pleasure just use the telephone and we will be glad to do all we can for you."

Mr. Humphries, in replying, said: "I am sure His Worship could not have given us a kinder welcome than has Ald. Graham. We are glad to come to this city. We are proud of it even if we do not live in it. We are glad that you have given us so kind a welcome and we appreciate it very much. We are endeavoring to do something for the benefit of the hardware merchants. We find that every trade has its association, and we think it about time for us to get together."

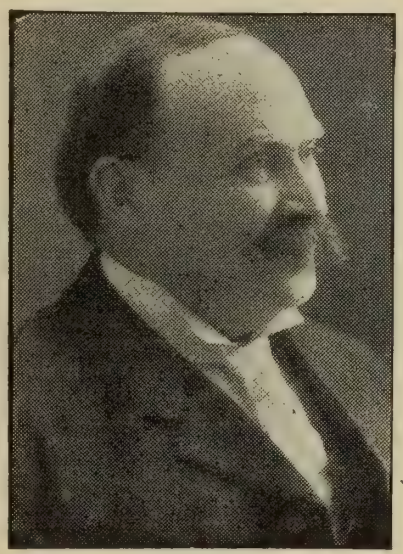
President's Address.

Mr. Humphries then took up the regular order of business by delivering the president's address, saying: "I need not tell you that I am very much pleased to see so large a gathering of hardware and stove dealers as I see before me to-day. On the 13th of last month a few of us met at the Rossin House in this city and talked over some of the grievances we had in our line of business, and though we had only between 20 and 30 present at that meeting, yet we were all satisfied with our attendance, having spent a very pleasant and profitable time together and organized The Retail Hardware and Stove Dealers' Association of Ontario.

"'Great oaks from little acorns grow' was one of the headlines in my copy-book when I was a small boy at school, and though some people were inclined to joke us about our association being small, I was not discouraged, for I was taught long ago 'never to despise the day of small things.' Now we are larger and more enthusiastic and more anxious than ever to have a first-class association, and even this will be considered a small convention when compared with the next one we hold.

"Our association is not intended to be a combine. It is not meant to oppress the poor or 'hold up' the rich, but to make some arrangements whereby we may obtain a living profit on our goods, and to prevent inroads being made upon us by any company or corporation, or anyone else, and to rectify some of the evils that exist in our trade.

"Almost every line of trade has its association, as far more can be accomplished by concerted action than any one person of firm can accomplish—no matter how large it may be. If I understand it aright this association is not an enemy of the wholesale hardware houses, nor of the stove manufacturers, nor of the commercial travelers. They are our good friends now, and we hope to retain them as such.



A. W. Humphries, Parkhill,
Re-elected President of Ontario Retail Hardware and Stove Dealers' Association.

"So far as I am concerned, this was a spontaneous outburst—the organizing of an association. I had heard of local associations, but they will not stand. I can easily see that, because they must end somewhere, and the man in the next town cuts the price. But if the organization extends over all Ontario, then the limits will be the boundary line of the province, and on the other side of the line every State has its hardware dealers' association.

"Week after week letters were appearing in Hardware and Metal from one part of the province or another suggesting the need of organization, and several men offered their services in assisting to start one, and though this went on for some time, yet no one intimated that there was already such an association, nor did I know that such a thing existed until two or three days previous to our last meeting, when I had a letter that rather surprised me from an organizer of the Retail Merchants' Association, and he gave me to understand that we were stepping on their corns. Then we had Oganizers Brubacher and Eadie and Secretary Trowern at our meeting, where they told us some things that surprised us all regarding their association, and as we did not want to be considered usurpers and wanted to do the honorable thing, as all hardware and stove men do, we proposed that we meet at an early date in the city and invite their members to attend, and so I expect that many that we see before us are members of the Hardware Branch of the Retail Merchants' Association, but as the matter of whether we shall have a separate and independent association or whether we shall affiliate with the Retail Merchants' Association or not will come up later on, it would be unwise for me to discuss the subject at present. The executive has prepared a programme, and on the back are a few reminders, and among them a number of subjects for discussion which, if we make the best use of our time, as I trust we shall, as it will be time well spent, will prove profitable to us all.

"I hope that you may approve of the action of the executive in taking up Mr. Hodson's kind offer to act as organizer for two months without a salary, as he has done splendid work.

"We cannot help but feel happy at the prospect of a banquet at the King Edward this evening, kindly tendered us by the staff of Hardware and Metal, and feel very grateful to them for their kind hospitality. There are many more things that I would like to say, and that I feel tempted to talk about, but it would be taking up precious time that can be used to better advantage by you. So we will now go on with the regular business and hear Secretary Wrigley's report.

Provisional Secretary's Report.

The work done by the hastily called convention on Good Friday was left uncompleted in many respects. No membership fee was decided upon, so this along with other arrangements for a permanent organization and for the May convention had to be taken up by the provisional executive officers. Immediately after the convention had adjourned the secretary entered into correspondence with the executive committee, and it was decided that members would be asked to enroll by paying a provisional fee of $2, the amount of the fee, however, being left open until the present convention. Printed matter was drafted by the secretary and approved by the executive officers, and circulars and membership cards forwarded to between 1,100 and 1,200 hardware and stove dealers in Ontario whose addresses were in the secretary's possession. By correspondence special rates were also procured from the different railway systems allowing delegates to the May convention to return at reduced fares.

The plan of sending a weekly letter to the members of the executive com-

mittee was adopted by the secretary, one of the first matters taken up being that of issuing the call for the May convention. As decided on at the Good Friday convention, the Retail Hardware and Stove Dealers' Association were to



Weston Wrigley, Toronto,
Re-elected Secretary of Ontario Retail Hardware and Stove Dealers' Association.

call the May convention and the officers were to ask the co-operation of the Retail Merchants' Association in inducing as many hardwaremen as possible to attend the gathering. To this end, a call to the convention was issued through the columns of Hardware and Metal signed by the secretary of this association and the secretary of the Retail Merchants' Association. It was arranged that this call would also be published in the Retail Merchants' Journal, but that paper failed to publish the call or to say one word regarding either the Good Friday or May convention. Objection having been taken to the use of the name of the secretary of the Retail Merchants' Association on the call, the matter was referred to the executive committee and they decided that as the convention was called by this association, only the name of the provisional secretary of the Retail Hardware and Stove Dealers' Association should be used on future announcements. The secretary of the Retail Merchants' Association was asked for and promised to supply a list of the hardware merchants who were members of his association, but afterwards declined to give the desired information. Instead of endeavoring to increase the attendance at this convention the secretary of the Retail Merchants' Association apparently did all in his power to prevent those over whom he had influence from attending. In addition to failing to notice the convention in any way in the paper published by his association, he issued a circular letter to the hardwaremen in his association in which many misstatements are made, and the whole tenor of it was to endeavor to destroy confidence in the Retail Hardware Association and prevent, if possible, those who received the circular from attending the convention. Along with the circular letter was sent a postcard, to be returned to the secretary of the Retail Merchants' Association, giving him a proxy to vote on the matter of affiliation at the convention. So that the delegates may clearly understand the situation, paragraphs from the circulars sent out by the two secretaries might be quoted.

Two Circulars Quoted From.

In the circular issued by the secretary of the Retail Hardware and Stove Dealers' Association an effort was made to enthuse the merchants throughout Ontario to attend the convention, the only reference to the Retail Merchants' Association being in the following paragraph:

"The Good Friday convention was overwhelmingly in favor of a purely hardware and stove dealers' association, and rejecting a proposition to organize as a hardware section of the Retail Merchants' Association. This matter will come up for discussion at the coming convention. Read the articles on this subject in Hardware and Metal and come prepared to take the best stand in the interests of the retail hardware trade."

In the circular issued by the secretary of the Retail Merchants' Association, little encouragement was given the hardware merchants to attend the convention, one paragraph reading as follows:

"On Good Friday last, a convention was called in Toronto, by a trade newspaper, Hardware and Metal, which is supported by the advertisements of manufacturers and wholesalers, and which, like all other trade journals, is a private enterprise and cannot necessarily be free to give advice in the best interests of the retail trade, because if they were familiar with retail conditions and if any question ever arose wherein the retail trade was asked to take a firm stand against any practice adopted by the manufacturers or wholesalers, and which is quite likely to occur, this trade journal's hands would be completely tied and its mouth sealed, as no one can serve two masters."

As it is generally known that Mr. Humphries of Parkhill called the convention on Good Friday, the misstatement in this paragraph cannot be considered otherwise than as an attempt to deceive. The statements about Hardware and Metal are so foolish, and the paper and its policy are so well known to the trade, that it is unnecessary to do more than draw the attention of the delegates to them.

In another part of the circular it is inferred that the reason why the Retail Merchants' Association have not attempted to organize the hardware trade is because they have desired to secure members first and elect officers afterwards. Nothing is said, however, of a convention held in Hamilton a couple of years ago, boomed actively by the Retail Merchants' Association and attended by less than a dozen delegates as compared with about two dozen who attended the Good Friday convention on less than a week's notice through Hardware and Metal.

In the letters to the executive officers the secretary brought forward the following questions for discussion: 1. A suggested order of business. 2. Who should have the right to vote at the May convention. 3. Time limit on addresses. 4. Appointment of organizer. 5. Should one membership cover two or more branches of one business. 6. Use of proxys at convention. 7. Appointment of a press committee for the convention. These matters have been threshed out by the executive committee and will be incorporated in another report, a meeting of the executive officers having been arranged to be held before the convention.

Splendid Organization Report.

Organizer Hodson's generous offer to devote two months of his time, without salary, to the work of organizing the association, has enabled the executive officers to make a much better report of progress than they could otherwise have done. Mr. Hodson has under considerable difficulties visited most of the towns and cities in Western Ontario between the Niagara and Detroit rivers, and in addition to securing about 50 members,



O. M. Hodson, Bolton,
Who will continue to act as Organizer of the Association.

has done much towards bringing the hardware and stove dealers in this district into closer relationship. In several cases he has induced the competing dealers in the same town to come together and adjust prices on various arti-

cles on which there had formerly been no profit for anyone. As Mr. Hodson has only asked for traveling expenses, the expense of organizing has been kept down to a minimum, and Mr. Hodson is deserving of the thanks of this association and of the trade generally for his energetic and self-sacrificing work on behalf of our association, particularly as during the past ten days he has been suffering from a very severe cold which forced him to his bed in Hamilton for a day.

Although no members were enrolled at the Good Friday convention and it took the better part of two weeks before the organizer was put in the field, and circular letters sent to the trade, it is encouraging to note that there are now 120 members in over 80 towns, as follows: Alliston, Ailsa Craig, Arthur, Barrie, Blind River, Blyth, Blenheim, Baysville, Bolton, Bobcaygeon, Bothwell, Brantford, Canfield, Carleton Place, Caledonia, Dashwood, Dundalk, Dundas, Dunnville, Embro, Embrun (Russell County), Essex, Fergus, Forest, Fenelon Falls, Florence, Glencoe, Goderich, Guelph, Hagersville, Hamilton, Harrow, Highgate, Ingersoll, Kingsville, Little Current, London, Markham, Merlin, Midland, Mt. Albert, Mt. Forest, Monkton, Newbury, Newmarket, Niagara Falls, Niagara Falls South, Oakville, Orillia, Oil Springs, Oshawa, Orono, Parkhill, Providence Bay, Ridgetown, Rodney, St. Catharines, Shelburne, St. Marys, Sutton West, St. Thomas, Streetsville, Sudbury, Teeswater, Tilbury, Tiverton, Tillsonburg, Thamesville, Thorold, Toronto, Tottenham, Trenton, Toronto Junction, Uxbridge, Verner, Walkerville, Watford, West Lorne, Woodstock, Woodville, Welland. These are the result of only three weeks' work—a sufficient proof of the general desire for a retail hardware and stove dealers' association and for its future success.

Finances in Good Shape.

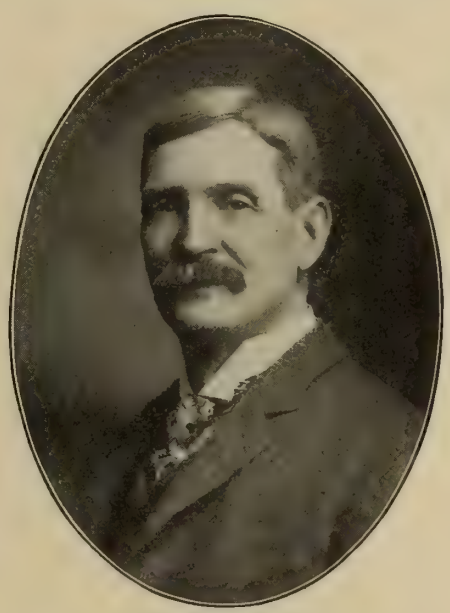
Financially, the association is already on a sound basis. Membership fees to the amount of about $260 have already been collected, against which the expenses incurred so far have been about $40 for postage and printed matter used by the secretary, the convention hall, costing $12, and traveling expenses, amounting to $73, incurred by the organizer, leaving a balance in the treasury amounting to about $130. As the delegates present know only too well, it costs money to start in business or to start any organization. It will be seen, therefore, that the membership fees have so far been more than sufficient to meet the expenses of organization. But it must be remembered that all organization work has been done gratuitously so far.

To keep the expenses down in future it will be necessary for every member to do his part by influencing every dealer in his district to become a member of the association. As there will be many expenses necessary in addition to the work of organizing, it will be seen also that in order to make the association as effective as it should be, a higher fee will be required, especially during the first year or two when the expenses will be the greatest.

The executive officers feel gratified that they are able to present such a satisfactory report regarding membership and finances and can turn over the work of the association to such new officers as are elected at this convention with a feeling that they have done their part in bringing about a much needed organization of the retail hardware and stove trades. I wish the delegates two days of pleasure and profit.

Discussion on Report.

It was moved by Messrs. Caslor, Toronto, and Hambly, Barrie, that the report be adopted. Mr. Bruebacher, organizer for the Retail Merchants' Association, took exception to remarks in the secretary's report making mention of the circular sent out by the Re-



John Caslor, Toronto,
Re-elected Treasurer of Ontario Retail Hardware and Stove Dealers' Association.

tail Merchants' Association. Mr. Trowern also spoke and asked the privilege of ten minutes, but as this was out of order, he was promised an opportunity later on.

"When statements are made that we are opposed to your forming an association," said Mr. Trowern, "it is perfectly right that I should meet that charge. I want to say that your secretary has sent out a circular to the trade in which there were things that were untrue. After sending out the untruthful statement that the Good Friday convention was overwhelmingly in favor of an independent association, I sent out our circular, and I defy any man in the room to say that our circular is untruthful. I made the statements that I have in our circular to make the case clear."

Mr. Wrigley, in replying, said: "I would like to ask if Mr. Trowern issued this circular? The misstatement I refer to was made clear in my report. The Good Friday convention, as all the delegates here know, was not called by Hardware and Metal, but by Mr. Humphries. Hardware and Metal, at the request of many dealers, continued to work in favor of an organization until someone was willing to take the initiative, and I contend that my report is correct when I say that misstatements appeared in this circular, signed by Mr. Trowern."

Retail Merchants' Organizer Eadie wanted to rule Secretary Wrigley out of order, but the secretary replied that it had been charged that the statement that former meeting was overwhelmingly in favor of an independent association was false, but he was quite willing to leave it to the meeting to say whether or not his report was correct.

An amendment was then made that the report be referred to a committee, but the amendment was lost and the report was adopted as read.

Executive Committee's Report.

The report of the executive committee was then read, as follows:

1. That only hardware and stove dealers who have paid their fee to this association shall have the right to vote on all questions at this convention.
2. That every retail hardware or stove dealer in Ontario, or his representative, should be given the privilege of the floor at the convention.
3. That a time limit of five minutes be adopted, no one to speak over that limit except by unanimous consent.
4. That the suggested order of business be adopted with the amendments that the convention close its sessions at noon on Wednesday, the automobile ride being dispensed with and the committees to report as soon as possible.
5. That no proxy votes be accepted by the convention.
6. That a press committee be chosen to supply reports to the daily press.

Regarding the first clause that only members who had paid their fees be allowed to vote, D. A. Macnab, of Orillia, said it would be wise to include that they be bona fide hardware or stove dealers. We have in this meeting men who are not dealers and who are taking up the time of the association.

The president replied that Mr. Macnab's suggestion was acceptable, and only members would vote, although any dealer would be allowed five minutes if they wished it.

Mr. Trowern said: "That will put us out altogether, and the best thing for me to do would be to withdraw from the meeting entirely. I do not think you should do this, for we have the right by invitation to be here and take part in this convention. This is a joint meeting."

Mr. Macnab: "As I understand it, this is a meeting of the Retail Hardware and Stove Dealers' Association. Later on it might become a section of the Retail Merchants' Association, but at the present time it is not. By what authority are Messrs. Trowern and Eadie here? They are not hardware dealers. I do

not wish to exclude Mr .Trowern at all, but at the present moment I do not see that he has any right to take part in this meeting."

Mr. Eadie: "When you formed this organization you invited all who were interested in the hardware trade to be here. I presume you know we have a hardware section in the Retail Merchants' Association. There are a number of officials of that association here, and I claim that I have a right to be here."

Mr. Trowern: "We are a joint committee at the present time, and if you will not allow us to vote you had better exclude us at once."

A Clear Statement.

President Humphries: "I really cannot see that this is a joint meeting. In the first place, I was the man who called the dealers together. I did not know Mr. Trowern until Good Friday. I had never heard of him before. I wish to present the case to the house in as straight a way as I know how. At the first meeting we took up a good deal of time with our trade troubles, and there Mr. Trowern told us that they already had an organization, and that they had 275 members in 112 towns in their association with a membership fee paid of $2. Then I thought as I had been moved into the chair, that if that were the case and I did not know it (and no one else there appeared to know it), it would be unwise for us to organize another organization if there already was such a strong one in existence. So we proposed that day to elect provisional officers. Now, when Mr. Trowern told us there were so many of his members throughout the country, we thought it would be a good plan to bring his members here to meet our men. Another convention was to be called which his members were to be invited to attend. Was that right? Yes. Now, I supposed Mr. Trowern would have his members here, but I don't see many of them here to-day. We were to leave it to the meeting whether there would be two associations or one. This is the position of things to-day, and this is the condition that will have to be dealt with by the meeting."

Mr. Eadie: "Mr. Trowern has a list of the men in his pocket."

The Chairman: "Where are the men?"

J. W. Peacock, Toronto: "It seems to me we are starting wrong. I belong to both bodies. We want to hear what Mr. Trowern has to say."

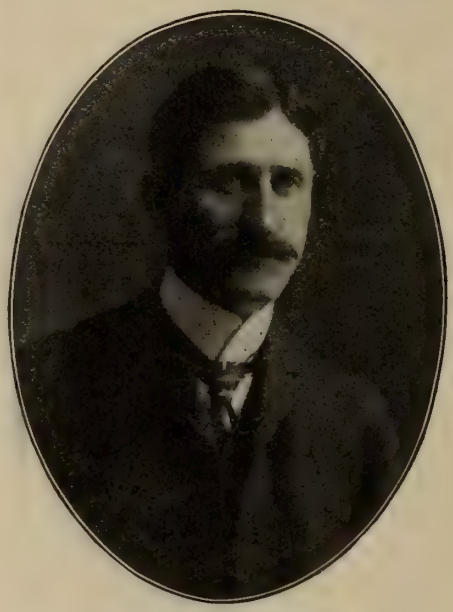
Mr. Caslor thought that only the present members should be allowed to vote and that Mr. Trowern's proxies should not be taken. It was then moved that the matter be left over to the afternoon.

The Secretary: "I consider the report of the executive fair and just. At our invitation we have with us representatives of the Retail Merchants' Association. This is a meeting of the Hardware Association, however. We are granting full privileges to our guests, but the executive contends that only those who have joined the new organization should be allowed to vote."

Mr. Trowern: "I was allowed to take part in the former meeting, and I am here by invitation. Let the motion about the fees be dropped."

Antagonism Regretted.

W. G. Scott, Mount Forest: "I attended the former meeting as a member of both associations, and am here in the same capacity, and regret the antagonism that is observed. We should have a purely retail hardwaremen's association, standing on its own feet, but working with the Retail Merchants' Association for mutual benefit. It was decided at the former meeting to call a meeting here and let this meeting settle whether we were to become a section of the Retail Merchants' Association or not. My view is that we follow the original plan, but I am sorry that



W. G. Scott, Mount Forest,
Re-elected First Vice-President of Ontario Retail Hardware and Stove Dealers' Association.

this discussion has brought out so much animosity. I am perfectly willing that the Retail Merchants' Association be heard at this meeting, and if they can show that it is to the best interests of the hardwaremen to become a part of them, we ought to do it. We are here to do everything for the good of our cause, and while I will be fair, I will fight amalgamation from the word go."

After more discussion and cross firing it was decided that proxies would not be allowed, that only bona fide hardware and stove dealers be allowed to vote, and that all should be allowed time to express their views.

The meeting adjourned at 12.15 until 2 o'clock.

AFTERNOON SESSION.

Upon reassembling after lunch the question of who should vote was again renewed. Some members who were not in attendance at the morning's meeting were on hand, and certain explanations had to be given again so that all would be acquainted with the situation. Questions were asked as to whether there were two associations, and if so, were they both officered, and who composed the officers. These questions elicited the information that the Hardware Section of the Retail Merchants' Association held no meetings but had a secretary, Mr. Trowern, and no other officers. The feeling of the meeting was that they get down to business. A great many had come at the expense of from five to ten dollars besides their time, and they were here for a purpose. However, it seemed that more light was necessary on the subject, and some further discussion was indulged in.

Mr. Macnab said: "We must start right and we must say who shall compose the association. This is the first point, and until this is carried or rejected we are in the dark. I do not think those here who are not members of the Hardware and Stove Dealers' Association should be allowed to vote until the matter of joining the Retail Merchants' Association is carried or rejected. I believe every one here should have free speech, and I second Mr. Paulin's motion to adopt the report of the executive committee."

The meeting was then thrown open to discuss amalgamation. It was decided that twenty minutes be allowed for the presentation of both sides, after which a vote would be taken.

Mr. Trowern's Address.

Mr. Trowern said: "I have been asked why you have never heard of our hardware branch of the Retail Merchants' before? It seems surprising to me that you have not heard of it when it has been in every paper in the country. But I will tell you the reason we have not called you together. We have 275 men enrolled on our list who have signed and paid their membership fee, and I have in my pockets postcards telling me that they are going to stand by the Retail Merchants' Association of Canada. We have a large number of retail sections, and we do not want to experiment on them all. You have heard many things through your journal and from your secretary, but you have not heard through that journal that you are not in a position to do yourselves any good without the strength of the larger body. Why has Hardware and Metal not told you this? Your hands are tied, tied, tied right up tight. The chairman does not seem to know what we have done, but some of you know what work we have done. We cannot cover all the territory at once; we must cover it little by little. You would first want to meet the wholesalers to arrange with them to stop cutting and reduction of prices. Under the present criminal code this means that you can do nothing, and I advise you not to do anything that will land you in the police court. Ours is the only association that can look the magis-

trates and the crown attorney in the face. You have not been told this in Hardware and Metal, because they have not made a study of it. It does not cost us as much to collect our membership fees as it will you, and I want to make the statement that we are out of debt; that we owe nothing; we have our own board room, our own typewriting machines and everything clear. Now, what have we been doing to get our hands free from the criminal code? We have been doing a great deal, and are on the road to success. Gentlemen, you are mistaken if you think you can make successful efforts to set prices. The contract plan is the only way. You can only uphold prices by having a contract with the wholesalers and the manufacturers, and if they do not arrange prices so that you can make a fair profit on your goods, you have no recourse whatever but Hardware and Metal has never told you this, that as yet contracts of this kind are illegal. The plumbers did not know this, but the officers of the Retail Merchants' have been awake to these things. I fancy I see a lot of hardwaremen going to the Premier, headed by Hardware and Metal. He would say, 'Let's see, isn't there something on in tacks just now?' Go to Ottawa with a large body of men who represent all the businesses and they listen to them. They said, 'Give us a good assessment law,' and they were the only ones to get it. Could you get such legislation? No! We went to the Ontario Legislature and got the best assessment Act throughout the Dominion of Canada." Mr. Trowern then read a section of the Act relating to combines wherein is provided penalties from $200 to $4,000 or imprisonment for conspiracy to raise prices or restrict production. What could the hardwaremen do at Ottawa with an Act such as this? Working men go there as organized labor and not as carpenters, plumbers and so forth. Retail men have rights in this country, and I do not want a little separate body of hardwaremen to go down to Ottawa and balk us in our fight. Legislation is one of the most important things you have to deal with. Don't try to arrange prices. Don't do anything that will get you into the police court. We have all the retail merchants in Canada with us, and don't let yourselves be carried away with wrong ideas. Mr. Trowern was asked if there was a paper in connection with the Retail Merchants' Association, and replied that they have a journal that is given to the members. Asked why there was nothing in the paper about either of the hardware conventions, Mr. Trowern said he was not treated with courtesy, and that he was not hurrahing for organizations of that sort.

The Discussion Closed.

W. G. Scott, Mt. Forest, asked: "Why is it that Mr. Trowern and his organizers are so antagonistic to our forming an association? You have been asked to bring your members here and they would have the same right as ours to the floor. Why don't you come and try to form us into an association and let us stand on our own feet? It has been stated here that the prime object of this association is to raise prices. I did not come here with that idea. If you will assist us in forming a strong hardware association of the 1,200 hardwaremen in Ontario, and if we come to the members of the Retail Merchants' Association and asked for co-operation, I don't see why it should not be given, and I don't see why there should be any friction between them. Mr. Trowern says the time is not ripe. When will the time be ripe? I was secretary of the hardware section of the Retail Merchants 'Association in our town and I never had a communication during my term of office until last week. Because we form an independent association surely we are not going to be cut off for all time



J. R. Hambly, Barrie,
Re-elected Second Vice-President of Ontario Retail Hardware and Stove Dealers' Association.

from legislation. Surely the members of parliament will be reasonable and listen to us. I must say that I am fully in favor of the original plan of independent organization."

John Caslor, Toronto: "It was understood that the question of separate organization come up immediately after lunch. It was Mr. Trowern's request that this be done. We should settle this matter now and I move that this organization be a separate and distinct body called the Retail Hardware and Stove Dealers' Association of Ontario." The motion was seconded by C. F. Moorehouse, Toronto.

H. T. Hunter, manager of Hardware and Metal, spoke of the druggists trying to stop the sale of Paris green in hardware stores. The druggists had applied for legislation to that effect and it was simply a matter of whether there were more druggists or hardwaremen. "That is only one of the many things that come up from time to time. How about the churches of different denominations? Because they were not all of one belief they did not refuse to assist or recognize each other. I see no reason why these two organizations should not co-operate, but I can see dozens of reasons why it will be to the advantage of the hardwaremen to have an independent organization. A great deal of price cutting is done by druggists who sell paints and oils without a profit, but who make money on lines people are not acquainted with. Then there is the general store that sells nails and tacks without profit, making their money on other things. Now if you are part of the Retail Merchants' Association you will be dominated by the largest number of men in that association. Mr. Trowern stated that you are a young association and should not branch out. I grant that we do not know much yet about association, but that will come, and I do not think that we should be scared away by what these men have told us."

Mr. Trowern: "My idea is to get you to strengthen us so that we can go as a whole body to the Government and not as a few men."

An Almost Unanimous Vote.

After some other short remarks from different members a vote was taken, resulting in 34 for independence and 1 for amalgamation.

The next order of business was the appointing of committees to report on Wednesday morning, as follows:

Committees Appointed.

By-laws and Constitution—R. J. Walkem, Tottenham; W. G. Scott, Mount Forest; J. W. Peart, St. Mary's; E. P. Paulin, Goderich; F. W. Otton, Barrie.

Finance—O. M. Hodson, Bolton; D. A. MacNab, Orillia; E. S. Hubbell, Thamesville.

Resolutions—J. R. Hambly, Barrie; J. McDonald, Florence; C. F. Moorehouse, Toronto.

Legislation—F. W. Jeffery, Midland; J. T. Norton, Ingersoll; W. I. Wagg, Providence Bay.

Trade Grievances—D. Brocklebank, Arthur; J. W. Peacock, Toronto; A. E. Bottum, Bobcaygeon; C. A. Conn, Tillsonburg; C. E. Noble, Dundalk.

Mutual Insurance—J. Caslor, Toronto; J. F. Moorehouse, Toronto; J. W. Peart, St. Mary's; J. S. Hall, Toronto; D. Brocklebank, Arthur.

BE FRIENDLY WITH COMPETITORS

The routine business of the day being over, E. R. Rogers, Toronto Junction, former president of the Retail Hardwaremen's Association organized four years ago, which joined the Retail Merchants' Association, and has since been defunct or inactive, addressed the meeting.

"It has been felt for some time that lack of organization amongst the retail hardwaremen had a very demoralizing effect on business generally, and when the good results that have followed the organizing of manufacturers and wholesalers have been seen, surely the time

has come when the retailers can drop petty jealousies and meet together on one common footing for the welfare of all. The present association is probably the best way to bring together the retailers so that all merchants throughout the country when they meet may feel that their interests are being considered.

"The formation of an association and the meeting together of the local retailers soon brings to the surface the fact that the average retailer is not such a bad fellow when you fraternize with him a little while, and you soon find in your organization that you have been contending against the very evils which one of you thought the other man knew nothing about. Drop your reserve and your selfish personal ideas when you join the association. See what good you can do instead of laughing and sneering at other people's efforts, anh you will find that much good will redound to yourselves after you have expressed your honest convictions and tried to get a better understanding with your fellow hardwareman. The influence of such an association is greater than you have any idea of, and where associations have been in existence for any time many evils complained of have been removed.

"The local hardware trade belongs to the local dealers, and unless you can, through your association, stop a great deal of the selling by so-called jobbers and wholesalers to the public, your trade will be very seriously demoralized. Many jobbing houses justify themselves in competing with the retail dealers because they say that others do the same thing, but this is no justification, and it does not make the wrong any more right because more enter into it. It will be well for the wholesaler when he sees that it is not wise for him to kill the goose that lays the golden egg.

"Many retailers throughout the States are anxious to co-operate with you, and you should be glad to take any advantage you can of this assistance, for good results will come from different associations working together. I would say to ensure good fellowship in business the wholesalers and retailers must work together in all lines. I feel that with the encouragement that has already been extended to this association by the wholesalers it depends upon you and your exertions whether you can get the benefit you hope to derive through organization."

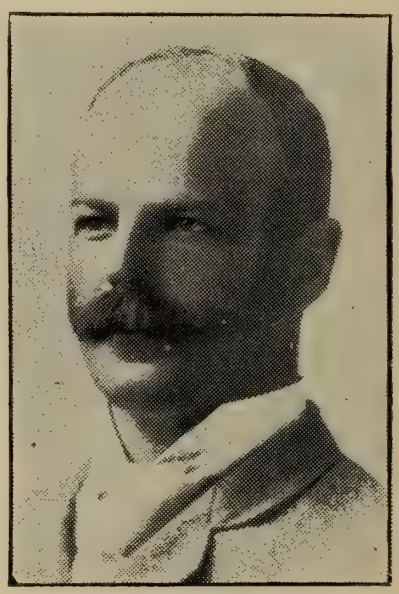
HANDLING GOODS WITHOUT PROFIT.

Fred. W. Otton, of H. H. Otton & Son, Barrie, delivered a most interesting address on the above subject, as follows :

"It is a great source of instruction and profit to us all, as well as a pleasure, to meet in this way and hear addresses from so many prominent retailers throughout our province.

"There are a great many things to contend with in the selling of merchandise, and we have to meet different propositions. We are frequently met with prices from departmental stores, as well as prices from such firms who are retail and wholesale combined, where they take advantage of us by using their wholesale prices to sell to the consumers. There are several hardware firms I might mention whom I come in contact with. The prices these firms supply goods to the consumer are very discouraging to us all. They give this part of their business particular attention. They will even go so far as to sell mechanics in employ of contractors their tools at prices out of ordinary to the regular retail hardware dealer. The result is we have either got to do business without a fair profit or do without the business and get it thrown up at us : 'Can't you sell goods as cheap as they can ?'

"Then we have another institution to contend with, that is, a farmers' co-operative buying agency. Farmers buying from a co-operative buying concern at an advance of 10 per cent. On some lines of goods no doubt they pay a fair margin of profit to the co-operative company, but they are led to believe that they are getting goods at prices away below what they can buy from us, and you know, as is the general custom, the farmer bites very quickly if he thinks he is getting a snap from some agent in this way.



E. R. Rogers, Toronto Junction,

Who was President of the Association organized four years ago and is now Inspector of Asylums for the Ontario Government.

"While we no doubt all feel very much discouraged at having to meet prices from such outside firms, yet when we do meet them, and especially at cost price, which in a great many instances are the actual cost f.o.b. point of shipment, and when we take into consideration the cost of freight charges, packing, etc., as well as the cost of doing business, we are actually selling at a considerable loss. Just in order to meet competition.

Costs Money to Sell Goods.

"We must not forget the fact that it costs money to sell goods. I venture to say there are very few retail hardware dealers who can conduct their business on less than 15 per cent. Therefore, when you take into consideration the selling of nails, say they cost you $2.25 laid down, you have to get $2.60 per keg for them before you make anything for yourself. Take linseed oil, barb wire, wire fencing of all kinds; all of these staple goods which are sold very often at unprofitable prices. If any retailer in this building gave it the thought of adding his percentage of running expenses to the laid down cost of these goods he would find in the majority of cases he was selling them less than cost.

"At our Good Friday meeting Mr. Mowat, of Trenton, said he did $6,000 worth of business last year without profit. I wonder if he figured anything for cost of selling these goods. Probably he did. There is one thing sure, if he did not figure on the cost of selling these goods he lost money. Mr. Mowat would have been far better off without that trade could he have done without them.

"My idea is that this handling of goods without profit can be overcome if we can get our association working as we should. We would be on more friendly terms with one another and get more confidence in one another, so that this price cutting or selling goods without a profit could be done away with as far as one retail man working against another is concerned.

"With respect to the wholesale jobbing houses who supply consumer direct, we shall have to, in a body or as an association, put our grievances before the manufacturer and get him to cut off his supplies to such firms who go after the consumer, and thus prevent the retailer from getting such business as he is justly entitled to. There is no dealer in business to-day for fun. He is in it for the money there is in it, and you'll soon see if our association gets going right that every dealer in the country towns, as well as in the larger towns, will be keen to take hold and take an interest in it.

"There are some goods no doubt we feel disposed to sell without profit some times, such as goods that hang on and get shop worn. Then there are certain lines of goods at the end of a season such as lawn mowers, refrigerators, ice cream freezers, screen doors, gasoline stoves, etc. Goods of this class I think it pays a man to sacrifice rather than store them and have his money tied up from one season to another. Usually they are run down low in stock, odd sizes, etc.

"Then, again, there might be a grievance arise out of this, especially where you may have an arrangement with your other dealers to keep prices on these goods where you all handle the same line. Probably it would be better to call off such an arrangement after a certain date. This is a point I would like to hear discussed. The following poetry is probably appropriate in connection with my remarks :

Profit or no Profit.

To sell or not to sell—that is the question—
Whether 'tis not better in the end,
To let the chap who knows not the worth
Have the work of selling without a profit ?
To take up arms against his competition—
And by opposing, sell without a profit—
To sell, and by selling without a profit
Out of business put the other dealer
Is a consummation devoutedly to be wished.
To cut and slash.
Perchance myself to get it in the neck,

Ay, there's the rub ! for when one starts
To meet the other fellow's price 'tis like as not
He'll find he is up against it good and hard.
To cut and slash is not to end the confusion
And the many evils the trade is pestered with.
Nay, nay, Friend Dealer, 'tis but the forerunner
Of debt and mortgage—such course portends.
'Tis well to get the price the goods are worth
And not be bullied into doing it
For what So and So will do it for.
Selling without a profit doth appear unseeming,
And fit only for the man who knows not
What his work is worth, and who ere long,
By every stress of making vain comparison
With bank accounts and liabilities
Will make his exit from the business.

"I thank you for the valuable time which you have given me, and I sincerely hope and trust that our association may be one of progressiveness, and that we may all have the pleasure of meeting here another year from now with increased membership."

STOVE SALESMANSHIP.

H. N. Joy, of the Joy Mfg. Company, Toronto, delivered an interesting address on stove salesmanship. Mr. Joy is Canadian born, but spent several years in the States, having recently been president of the Retail Hardware and Stove Dealers' Association.

"The fact that stove salesmanship requires some attention is evident by my being called upon to speak to you on this subject. I hear nothing of nail salesmen, and I presume no one is here to address you on this subject. Had there been it would be something like the lady who sent her husband to a department store. He went, like good husbands do, and after standing an hour and a half in a crush of women he was unable to get served. There was only a half hour left for the sale to go on, so he spoke to the floor walker about it, who was a friend of his. The floor walker told him that that particular clerk was highly paid for being slow so that too much of the goods would not be sold. I think this policy would be a good one to carry out in the sale of nails the way they are at present.

"Now there is a difference in stoves. Stoves ought to carry a profit, and if they do not it is the merchant's fault. Someone has said that stove salesmen are born, not made. Although there are clerks who never will become good salesmen, yet it is possible for every clerk, if he will apply himself, to become a good salesman, and he should not be discouraged by statements of this kind.

Good Motto to Follow.

"It is not my purpose when discussing this question to speak of any particular stove. The question that concerns you is to sell your stove. If I were to take a text for a stove sermon I would take this one: 'Know your stove, show your stove ; know your customer, show your customer.'

"Usually a person comes in and asks to see a stove. In a great many cases they are simply pointed out a stove and told the price. It is very rarely indeed that business is done in this manner. How many stove salesmen know their stoves ? One way to know them is by reading literature on the stove. Then take the stove apart and see if it agrees with the manufacturer's description, and if it does not note the points wherein it differs. A stove salesman who does that is fairly well equipped to talk his stove.

"I remember once engaging a new clerk. I had been handling the Crescent bicycle, and made many sales of it. This young man when he came into my store said he could not sell the Crescent bicycle because he had been selling another make that was better. When his first customer came in he made a fizzle of it. I told him the Crescent was the wheel I sold and that was what he must sell. Some other salesmen are like that boy, and do not make good salesmen.

"There is something in the saying that a man can learn to love a woman. I believe that, although I have never had experience. I believe, also, that a man can learn to love a stove. If he does not learn to love his stove he will not do his best as a salesman. Of course when I say love you must not take it in the same sense as loving a woman, but you must have confidence in the stove you are selling.

Don't Run Down Other's Goods.

"He must know his competitor's stove. How shall he get this knowledge ? By reading all about it, by hearing about it, and by listening to remarks that are made about it by those with whom he comes in contact. I call this storing up information, which should not be used except on special occasions, and then only with a great deal of wisdom. I think it is better not to refer to your competitor's stove unless you are compelled to do so. After referring to it get away from the question just as soon as you can. Never speak disparagingly of your competitor's stove. Why ? Simply because your opinion is discounted. You will pardon a personal reference. Last Fall I called on a friend of mine to take a meal. The lady of the house said she was going to get a malleable range. After speaking of different ranges she asked my opinion of them, and then remembering that I was making a malleable range she laughed at asking me such a question, so you see that my opinion, had it been given, would have been discounted. Just as soon as you speak disparagingly of your competitor's goods your own are discounted. If you want to advertise his goods why pull them to pieces.

"Another requisite of the good stove salesman is to know his customers. We hear a great deal about studying human nature. There is such a thing, and the stove salesman must be to some extent a student of human nature. He should be able to size up his customers and to make up his mind just what kind of a stove he requires. You cannot always tell by their dress or by their financial position whether they want to buy the best stove you have or not. It may be that they are comparatively poor, but have been saving up for a long time, and a safe plan to follow is to show the best stove first, as it is well to be on the safe side.

Show the Best Goods First.

"The successful salesman will show the best stove first, but showing the stove is not simply quoting the price. Showing a stove is taking it apart and giving a reason why these parts are so made.

"I remember when the oven door kicker came in and took everyone's fancy. But we do not need to confine ourselves to oven door kickers, which, by the way, are not in use in the drop doors now used. Leave the price until the last. If you quote it first perhaps the customer will become discouraged, but if you show your stove and tell him what others have said about it you will no doubt make a sale.

"Perhaps the best stove salesman of them all are the peddlers. The retailer could learn a great deal from these men and from catalogue houses and departmental stores.

"The manufacturers school their salesmen in this way : The salesmen go out into the country and make their headquarters at some central point. On Saturday night the salesmen meet at this point and spend Sunday in exchanging ideas and in schooling themselves in ways of selling. I am not, of course, advocating doing this work on Sunday. One salesman will get up and show the fault of the range and state every objection he has heard to it during the week. Another salesman then offers objections, and they are all explained away by the demonstrator of the stove.

"I believe it is a splendid thing for the merchant to get his salesmen together and go over all the good points in the stove. The Simmons Hardware Co., of St. Louis, have a school for their salesmen who have been in their employ less than a year, and for others who wish to avail themselves of the lectures. To-day they will take a square. How many hardwaremen here can explain the steel square ? This man explains what the steel square means. The next day they take Stanley's levels and planes, or some other line, and explain what they are for and how used. This is done for one hour every day.

"To be a successful salesman you must know your stove, show your stove; know your customer, show your customer. It is a good method for the manufacturer to bring out the different good points of his stoves in his trade paper advertisements, so that the merchant can instruct his salesmen. We try to do that, and I think every stove manufacturer does the same thing."

The meeting adjourned at 5 p.m. until 10 o'clock Wednesday morning, before dispersing a group photograph being taken of the members present.

WEDNESDAY SESSION.

Promptly at ten o'clock Wednesday morning President Humphries again called the convention to order, and the first order of business to be taken up was the reception of reports from the committees which had been appointed the previous day.

The committee on resolutions was the first to report, their recommendation

being read by J. R. Hambly, as follows :

Resolutions Committee Report.

(1). Resolved, that this association will not purchase goods from a wholesale house that supplies goods to fairs, auction sale rooms, mechanics, contractors, factories and mills, with goods handled in a general hardware store.

(2). Resolved, that the matter of cartage from shipping point charged on freight bills be taken up by this association.

(3). Resolved, that this association take steps to prevent the wholesale prices of hardware being published in the general newspapers.

(4). Resolved, that this association make friendly overtures to the Retail Merchants' Association with a view to affiliation for mutual benefits; hoping, notwithstanding the animosity shown, that on further consideration they will understand why it was necessary that we have an association controlled by hardwaremen only.

Promiscuous Sale of Goods.

Speaking to the first clause, Mr. Hambly referred to the fact that in one instance a dealer of the kind mentioned had sold a granite kettle at 33c., which he could not have sold for 65c. at a profit. The same thing would apply to hawkers of oil. He said the travelers do not sell these people goods, but they write in to the house for them. I think such firms should know that if they continue to sell these people they cannot ship goods to us. I would suggest that our secretary should be notified in such cases, and that he send notice to the manufacturers, saying that our association does not approve of their shipping goods to the man who sells on the open market, or in the small shop. If the manufacturer takes no notice of this the secretary should get out a card to that effect, and let the members know.

W. Holborn, of Sutton West : "A traveler handling saws called on me not long ago and, after getting my order, went over to a little saw mill in the town employing eight or ten hands and sold them a line. This sort of thing should be stopped."

John Coffey, of Barrie, told of firms who got farmers to sign agreements to buy wire fencing, etc., from them. These goods were sold to the farmers at a price considerably under the retailers' cost price. The association should communicate with these firms through the secretary. Regarding graniteware, he knew of an inferior lot of these goods which were sent across to the United States in bond, and then brought back by a Canadian and sold at slaughter prices as American goods. This was a piece of sharp practice, and even those who had distributed this ware did not know by what means it had been obtained.

Mr. Caslor : "Every year there is an auction sale of granite ware, all second-class goods. Department stores sell these seconds away below current price. I got over this cheap graniteware by importing a good quality from Germany. Teach manufacturers that you will buy something that isn't slaughtered every day. We once sent a committee to the graniteware manufacturers to protest against this. They advised us to go to the department stores and buy up all they had."

Second-Hand Dealers.

Mr. Macnab, of Orillia, said : "I think we should go slowly in this matter. The question of selling these people who move every six months does not rest so much with the association and the manufacturers as with the town council, who should exact a license. This would prevent the transient trader from coming in and doing business. A man in our town started a second-hand shop, and before long I saw the traveler for a house I patronized go into his store. When he came into my store I naturally had no order for him, so he stopped visiting the other man. But the house kept sending him goods, and



President Humphries Photographed by our Special Artist.

I kept witholding my orders. Finally the traveler wrote to the house and they courteously informed the second-hand man that they couldn't sell him any more goods. But another Toronto firm took him up, and I began to turn down their traveler, saying that I didn't object to his selling the other man, but I couldn't buy from him under the circumstances. Finally the traveler exerted so much pressure on the house that they tactlessly wrote, saying that the hardwaremen in the town objected to their selling him any more goods. This was his opportunity, and he had a big write-up in the local papers on the subject. Well, another jobbing house who had no customers in the town then came in and sold this man. Regarding oil men, there are so many in the country, and there are not many hardwaremen who buy from the smaller ones. It will be hard to stop them all, as they will say they don't sell us anyway."

J. W. Peacock thought it would be wise to leave this matter over, and he moved, seconded by C. F. Moorhouse, that it be referred to the executive committee, who should take action if necessary, and report to next convention. Motion carried.

Cartage Charges.

The second clause of the report, relating to cartage charges, was then taken up. Mr. Hambly said that while cartage charges run high on goods shipped from most houses, when a shipment comes from those who have spur lines right into their works there is no such charge. He cited an example of this.

President Humphries explained that Mr. Taylor, of Carleton Place, always deducted cartage charges from the wholesalers' accounts.

Mr. Macnab : "Buy your goods f.o.b. cars and they cannot legally collect this charge. At present it seems to be a general one extending all over the country. I would recommend copying on our order forms the words 'f.o.b. cars.' "

It was then moved by John Caslor, seconded by Mr. Dandie of Streetsville, that the matter of cartage charges at shipping points be referred to the executive committee. Carried.

Publication of Wholesale Prices.

An interesting discussion on the third clause followed. Mr. Hambly wished to know who told these wholesale prices, and it was explained that they generally came from somebody connected with one or other of the wholesale houses. A suggestion was made that hardwaremen who were advertisers in, or even subscribers to, papers publishing these quotations should write the editor, asking that they be omitted as being unfair.

One of the members asked if Hardware and Metal was sent to hotels, and was informed that formerly, for the benefit of commercial travelers who would not be home to receive their copy, this was done, but was discontinued when it was learned that consumers were getting at wholesale prices thereby.

President Humphries asked that the members should not leave their trade papers lying around loose so that customers could see them. He instanced a case in which the pages of Hardware and Metal's old numbers had been used as wrapping paper on a dealer's putty counter. In this way one customer, who was a farmer contractor, got at the wholesale prices, and trouble was caused. He suggested that the papers be burnt after they were of no further use. It was decided to leave this matter also in the hands of the executive.

Affiliation Matter Again.

The fourth clause, regarding overtures to be made to the Retail Merchants' Association with a view to affiliation for mutual benefit, was supported by Mr. Hambly, who said that he had no wish to be antagonistic to the association. It had done a great deal, for which all retailers would reap a benefit.

Mr. Peacock moved, seconded by Mr. Clifton of Alliston, that a discussion of this matter be deferred until the next convention.

At this point Organizer Bruebacher of

the Retail Merchants' Association was heard. He referred particularly to the legislation pushed through by his association, by means of which a transient trader's license fee of $250 could be exacted. He also mentioned having received proxies from 125 hardware dealers who wished to remain affiliated with the old association.

Mr. Smith, of Bolton, said he thought that many of these vouchers had been sent in under a misapprehension. There were as good men among the hardwaremen as in any other trade, and they could run a good association of their own.

President Humphries then read a letter from Purvis Bros., Sudbury, strongly opposing affiliation with the Retail Merchants' Association, and returning proxy card marked to that effect. Tne president thought these cards had been sent out for the purpose of forcing the present association out of business.

Mr. Noble, of Dundalk, said he received one of those circulars and cards, and came to Toronto expressly to protest against it. He did not think the Retail Merchants' Association had done the right thing by the hardware section. We can assist each other later on. For the present we hardwaremen must get acquainted.

The motion of Mr. Peacock was then put to the convention and carried.

Executive Session.

A point was then raised concerning who were eligible to attend the sessions of the convention. Mr. Caslor was opposed to the representatives of wholesale houses being present, and Organizer Hodson also thought that only members of the association should be present.

Mr. Holborn, Sutton West: "Let it be an entirely exclusive meeting."

Mention was made of the plan adopted by the association in the United States. At the morning sessions representatives from other associations were invited and made welcome. The afternoon sessions were secret. It was suggested that a representative be sent to the U. S. association meeting.

CONSTITUTION AND BY-LAWS.

J. W. Peart, for the constitution and by-laws committee, then brought in his report. It read as follows:

Preamble.

The objects of the Ontario Retail Hardware and Stove Dealers' Association are primarily to promote, foster and encourage the formation of a strong Provincial Association in Ontario through the medium of which local retail hardware and stove dealers may be brought into closer sympathy one with another, where their annoyances or grievances peculiar to each particular locality may by concert of action through its provincial association be adjusted or eliminated, and for the more satisfactorv adjustment of matters of general interest to the trade with respect to legislation, insurance, freight rates and all questions the better arrangement of which would tend to the mutual advantage of its members.

Constitution.

ARTICLE 1.

Section 1. The name of the association shall be the Ontario Retail Hardware and Stove Dealers' Association.

Sec. 2. The object of the association shall be to promote the interests of and secure friendly co-operation of its members.

ARTICLE 2.

Sec. 1. Any person, firm or corporation in the Province of Ontario engaged in the retail business of selling hardware, stoves, tinware, paints, oils and glass and who carries a general assortment of stock in any of the above lines known and recognized as a regular retail dealer may become a member of the association, all applications for membership subject to approval of executive committee.

ARTICLE 3.

Sec. 1. The officers of the association shall be president, first vice-president, second vice-president, secretary and treasurer, who with six members elected at the annual convention shall constitute the executive committee.

Sec. 2. The officers shall be elected annually by ballot and shall hold office until their successors are elected.

Sec. 3. The treasurer shall receive the funds of the association and dispense them through vouchers signed by the president and secretary.

Sec. 4. The secretary shall be under the direction of the executive committee and his duties shall be assigned by them.

Sec. 5. The executive committee shall pay the secretary and treasurer such salaries as may be deemed necessary and if they see fit a sufficient bond shall be required, said bonds to be paid for by the association.

Sec. 6. In case of a vacancy in any of the offices of this association the same shall be filled by the executive committee until the next annual meeting.

ARTICLE 4.

Sec. 1. The annual meeting for the election of officers and reception of reports and the transaction of general business shall be held on the second Tuesday in March in each year at 1 o'clock.

Sec. 2. The executive committee shall meet at least four times a year at the call of the president for the transaction of all business of interest to the association.

ARTICLE 5.

Amendments of the constitution and by-laws may be made at any annual meeting by a vote of at least two-thirds of the members present provided four weeks' notice of the proposed change has been made to the members of the association.

By-Laws.

ARTICLE 1.

The finances of the Ontario Hardware and Stove Dealers' Association shall be provided for by an annual membership fee of three dollars ($3) which, should circumstances warrant, shall be supplemented by a further fee of two dollars (2), such supplemental fee to be levied by the executive committee.

ARTICLE 2.

A majority of the executive committee shall constitute a quorum for the transaction of business at any meeting.

ARTICLE 3.

Each member shall be entitled to one vote or may in writing appoint a proxy at any meeting of the association.

Order of Business.

At the annual meeting of the association the order of business shall be:

1. Roll call.
2. Reading of minutes of last regular meeting.
3. President's address.
4. Report of executive committee.
5. Report of secretary.
6. Report of treasurer.
7. Report of special committee.
8. General business.
9. Reading of papers and discussion thereof.
10. Election of officers for ensuing year.
11. Unfinished business.

Time of Annual Meeting.

Considerable discussion was called forth by the clause dealing with the time of the annual meeting, and the amount of annual fees.

Mr. Macnab thought that the second Tuesday in March would be the most convenient time for hardware dealers to assemble, and by having the convention open at one o'clock it would allow the executive to meet in the morning and make necessary preparation. He made a motion to this effect, which was seconded by F. W. Otton, of Barrie, and carried

Mr. Scott defended the recommendation to make the annual fee $3, subject to an additional assessment of $2 should the first be found inadequate.

Mr. Brocklebank, of Arthur, thought that even $5 would be too small a fee, and he would like to see the clause changed so as to read $5, with an additional $2 if necessary.

Mr. Caslor advised against making the fee too large. If it is found too small, it can be raised later on. The president also thought it was a matter of educating the trade at first.

Mr. Macnab said that members present could see the advantages of the organization, and there could be no doubt that everyone was enthused. But those who did not come would not appreciate this. He thought the association should first gain strength by letting others in, and a year from now the question of changing fees could be taken up.

$3 Fee Decided Upon.

It was then moved by Mr. Moorhouse, seconded by Mr. Paulin, of Goderich, that the recommendation of the by-law committee be adopted.

Mr. Bailes, of Oshawa, moved in amendment, seconded by Organizer Hodson, that the fee of $2 be retained for the present year, or at any rate until the next meeting. Mr. Bailes said he had been willing to pay his $2 simply as an experiment, and he thought others would do the same. Later on, when they saw the benefits derived, they would be willing to pay $5.

Mr. Scott thought that dealers would be willing to experiment with $3 as readily as with $2. The association could not do its work and pay its debts on any less.

The amendment was lost, and the original motion, adopting the recommendation of the committee, was then carried by a large majority.

Mr. Peart said that he thought a good report in Hardware and Metal would enthuse those who had not attended the convention, and they would be willing to pay the extra dollar.

Mr. Peart then moved, seconded by

Mr. Scott, that the report of the constitution and by-laws committee be adopted. Carried.

Committee on Legislation.

F. W. Jeffery, of Midland, was then asked to present the report of the committee on legislation, which was as follows :

"Toronto, May 16, 1906.

"The Retail Hardware and Stove Dealers' Association of Ontario :

"Your committee on legislation beg to report : They would recommend petitioning the legislature to so amend the statute law and abolish the exemptions in section 180 of the Division Court Act so far as to make small accounts up to five dollars collectable by garnishment by a procedure in the magistrate's court similar to that for the collection of claims for wages, the prosecutor to serve the summons in the case without charge.

"All of which is respectfully submitted.

Mr. Jeffery explained that he had experienced difficulty where the business is with the laboring class. The books get loaded down with small accounts. This would be in a large measure remedied if the exemption of $25 in the Division Court Act re garnishment were done away with. He moved the adoption of the report, which was seconded by Mr. Brocklebank and carried.

Mr. Noble said that he had procured a book on the subject of getting assignments of wages on small accounts. He would send this book to the secretary.

Finance Committee.

D. A. Macnab then presented the report of the finance committee, which recommended :

"That an organizer be continued in the field until such time as the executive deem advisable.

"The sum of twenty dollars be paid the secretary, Mr. Wrigley, as a slight mark of appreciation for his active services in organizing this convention.

The adoption of the report was moved by Mr. Macnab, seconded by Mr. Hubbell, and carried.

Great enthusiasm was aroused when Mr. Wrigley announced that a page in Hardware and Metal would be reserved every week for advancing the interests of the association. The offer was accepted unanimously.

It was moved by Mr. Conn and seconded by Mr. Clifton, that the executive be authorized to print copies of the constitution and by-laws and send them to members. Also that they send extra copies where advisable to assist in procuring new members. Carried.

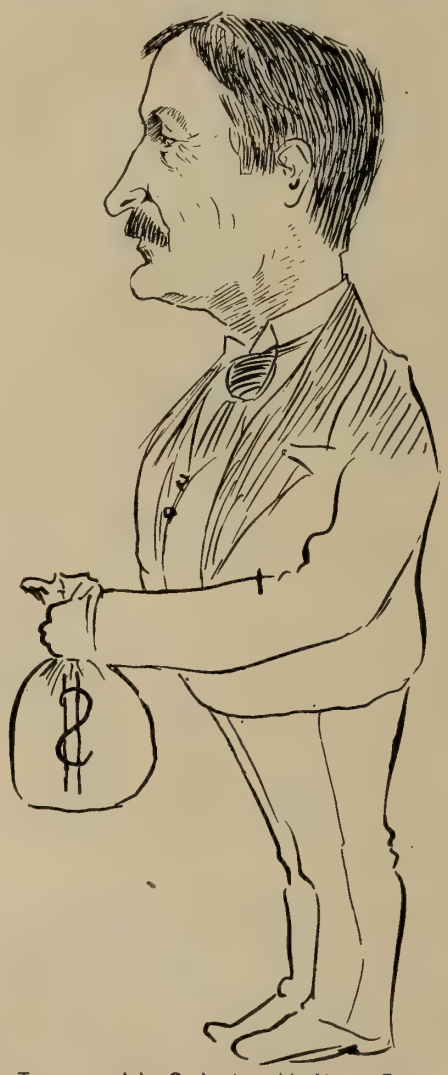
Trade Grievance Committee.

Great interest was shown in the report of the trade grievance committee, which was presented by J. W. Peacock. He announced that almost every wholesaler, manufacturer and would-be jobber was brought on the carpet by the committee. Stoves were first to be considered, and an instance was cited where a small general store had catalogues of most of the stove founders and used the different hardware stocks in the town to show the goods, then ordering as they were wanted.

"2. That one of our wholesalers sent to a private party seven boring machines at a price of $7.50, when the lowest price the hardwareman could get was $7.65. Churns, washing machines, binder twine, nails, are all on the same score.

"3. That a certain lock was being sold for less than we can buy them for ; and even the glass men are found guilty, they selling glass to the consumer at a greater discount in some instances than to the hardwareman.

"4. That Stanley goods were being sold to large retail buyers on a preferred list. In the United States this was the case till the National Hardware Association took the matter up and to-day the United States hardwareman is getting a good profit on that line of goods. Last night Mr. Howland, representing



Treasurer John Caslor and his Money Bag.

the wholesalers' association, and Mr. Hardy, secretary of the different hardware manufacturers' associations, said that if we combined we could compel the wholesalers and manufacturers to put us all on the same footing. In order to remedy these grievances we recommend that an organizer be sustained in the field or that the province be sub-divided and a man appointed to try and settle the grievances among ourselves.

"5. That we try and see that the hardware business be confined to legitimate hardware hands.

"6. That this association look into the contract plan of settling prices—that is, the plan by which the manufacturer settles the jobbing and retail price."

On motion of Mr. Peacock, seconded by Mr. Paulin, this report was received.

One of the members called the attention of the convention to the fact that poultry netting, as it came from the factory, was frequently six or seven feet short per piece.

It was moved by Mr. Conn, seconded by Mr. Clifton, that the grievance committee as appointed yesterday be a committee to report grievances from time to time to the executive. Carried.

Old Officers Re-Elected.

Mr. Peart moved, seconded by Mr. Macnab, that the secretary be instructed to cast his ballot in favor of the executive committee as at present constituted. As President Humphries showed a reluctance to put the motion, Mr. Peart called for a show of hands, and it was found that the meeting was unanimously in favor of the motion.

It was then moved by Mr. Scott, seconded by Mr. Clifton, that the following be appointed to the additional offices on the executive provided by the constitution :

J. W. Peart, St. Marys.
M. R. Marshall, Dunnville.
F. W. Jeffery, Midland.
E. P. Paulin, Goderich.
D. Brocklebank, Arthur.
Frank Taylor, Carleton Place.

It was moved by Mr. Macnab, seconded by Organizer Hodson, that the traveling and hotel expenses of the committee be paid when they attend a committee meeting. Carried.

On motion, Messrs. Peacock and Moorhouse, of Toronto, were appointed auditors.

Organizer Hodson then moved, and Mr. Rudd, of Guelph, seconded, that a special convention be held during the Toronto Exhibition, date to be set by the executive. Carried.

Mr. Noble suggested that all members having grievances should report them to the grievance committee or to the secretary.

An interesting discussion on insurance then arose, and valuable suggestions were given by Messrs. Hambly, Peart and Brocklebank. This was followed by a discussion on the various methods of storing oil, Messrs. Caslor, Hambly and Brocklebank explaining their systems.

Finances in Good Shape.

The secretary reported that he had received letters from over one hundred dealers in the province, regretting their inability to attend the convention. He also announced that there were already enrolled 120 members, of whom 112 had paid up. The financial report showed receipts of $260 and an expenditure altogether of $130 to date, leaving a balance of $130.

Mr. Macnab moved, seconded by Mr. Hubbell, that the secretary be instructed to pay for the expenses of the convention out of the general fund, and to hand statement of same to the treasurer. Carried.

Votes of Thanks.

Mr. Scott then arose and in a neat speech moved a hearty vote of thanks to Mr. Hodson for the very efficient work he has done as organizer of the association. Mr. Becker seconded the motion, which was passed to the accompaniment of prolonged applause.

Mr. Hodson thanked the members for their appreciation. He said that one thing which had impressed him in going

from town to town visiting the hardwaremen was the unkindness frequently shown to commercial travelers. He hoped that members of this association would take the matter to heart. He said that now was the time to keep this association going. He advised them not to let up in their efforts because of the success already achieved.

Mr. Hambly next moved, seconded by Mr. Hodson, that the thanks of this association be tendered to Col. MacLean and the staff of Hardware and Metal for their kind hospitality and the work they have done in connection with the convention. Carried.

Finally, Mr. Macnab moved, seconded by Mr. Dandie, that the president of this association be sent as a representative to the next convention of the United States National Retail Hardware Dealers' Association, at the expense of this association, to learn all he could regarding our sister organizations in the States. The motion was unanimously carried.

On formal motion the convention adjourned, every man present agreeing that it will be a very pressing thing indeed which will keep him from the next convention.

THE BANQUET.

Goodfellowship was the ringing note at the complimentary banquet tendered by Hardware and Metal in the American dining room of the King Edward Hotel, Tuesday evening.

After the viands had been comfortably stowed away by the eighty guests, Col. J. B. MacLean, president of the MacLean Publishing Co., publishers of Hardwaer and Metal, who occupied the chair, rose to give the health of the King, which was drunk with unusual fervor.

In proposing the health of A. W. Humphries, president of the Retail Hardware and Stove Dealers' Association of Ontario, Col. MacLean spoke briefly on the advantages of organization, and complimented President Humphries and his associates on the success of their efforts.

Mr. Humphries rose to reply amid the strains of "He's a Jolly Good Fellow," and thanked the members for their kind reception. He felt himself unworthy to occupy the important position to which they had chosen him. He was a bashful man and not in the habit of making speeches (ironical "ohs"). Proceeding, he spoke of his pride in the large gathering present, as representative of the Retail Hardware and Stove Dealers' Association of Ontario. He wished to make it clear that this association was not arrayed against the wholesalers and manufacturers. "We are their good friends," said Mr. Humphries, "and we will try to retain that friendship." Personally, he was trying to do the best he could in organizing the trade. He felt that the retail hardware dealers were almost the slowest people on earth, for all other branches of trade had previously come together and hardwaremen were the last to see the advantages of this. They were just like the fellow who was waiting for something to turn up and nothing did until he went out and turned it up himself. That was the way he felt about the organization of this association, and it was for that reason that he had done the "turning up" by summoning the first convention. Mr. Humphries on taking his seat was roundly applauded.

Jobbers and Manufacturers.

The next toast proposed was to the representative of the Wholesale Hardware Association, Mr. Peleg Howland, president of the Toronto Board of Trade. He said that it was a pleasure for him to be on hand at the invitation of Hardware and Metal, a paper which meets with the approval of the trade both wholesale and retail. He considered that this organization was greatly needed in the Province of Ontario. The association formed by the wholesalers seven years ago, with the object of making dealers better acquainted and securing



Peleg Howland Giving Fatherly Advice to the Retailers.

for themselves more favorable terms from the manufacturers, had been a source of great benefit to him. Furthermore, the retailers had suffered no harm in consequence. There is a great work for a properly organized and properly controlled retail association, which would be able to regulate the wholesaler and manufacturer who unintentionally do harm to the individual dealers. Its members can encourage one another in trade-winning methods, in making collections and shortening credits, which will assist them in looking after their obligations and will all add to their benefits. They can also educate one another to get profit on lines which are now sacrificed. In conclusion, Mr. Howland reminded his hearers that a great deal could be accomplished by persuasion.

W. L. Edmonds, general manager of the MacLean Publishing Co., in a witty speech, proposed the health of Mr. Hardy, secretary of many of the manufacturers' associations.

Mr. Hardy said that, being connected with about thirty or forty trade associations, he knew the difficulties of organization. He thought that the hardware dealers were proceeding in a sensible way in keeping themselves distinct from the other organization of retail merchants. He suggested that members of the wholesale association should also be invited to become members of the retail organization. He, personally, was not in favor of a preferred list, and thought that the departmental stores were not treated as preferred customers by most of the manufacturers' associations. Keep everlastingly at it was his advice, for a man who is opposed to an idea at one meeting may quietly consider it after he has gone home and finally become favorable to it. When the little trouble, at present existing, had blown over, the manufacturers would be glad to talk over any grievances the retailers may have. Mr. Hardy suggested that the newspapers should publish the retail instead of the wholesale prices.

An Enthusiastic New Brunswicker.

W. S. Fisher, of Emerson & Fisher, hardware dealers, of St. John, N.B., was then most enthusiastically toasted, and he made what was probably the address of the evening. It was full of patriotism and belief in the future of Canada, both east and west. He spoke of the various trade associations in the east, and said they would deem it a great pleasure to welcome their western brethren to the salt air, the scenery and fresh fish of the Maritime Provinces. He declared that the hardware dealers were on the right track, in breaking away from a general retail association. In that way they could keep more closely in touch with new ideas. It was a great benefit of organization to get men together so that they will trust each other. Individually, the hardwaremen could accomplish little. It was a case of being "a good thing to hang together—otherwise they might hang separately."

The next speaker was T. L. Moffat, of Weston, who was received as president of the Stove Manufacturers' Association. He expressed his sympathy with the new association and stated that the stove manufacturers would give all the assistance in their power. In their efforts to obtain a uniform price on stoves and to adjust such difficulties as breakages and transportation, the stove manufacturers would stand right behind them. The assessment which the association made on them would be a mere bagatelle in comparison with its benefits. He instanced a case in which the stove manufacturers, through their organization, had been able to have stoves classified as fifth rather than fourth class freight, thus saving thousands of dollars a year. He was glad to see so many young men present, and he wished them every success in this growing Canada.

The Travelers Heard From.

Mr. Humphries then arose to introduce a toast to the Commercial Travelers, who were represented by Mr. N. Wylie. Mr. Wylie in his reply congratulated the secretary and the committee on their success and devoted a few minutes to speaking of the necessity of the commercial traveler in business life of today. In conclusion, he invited the members to visit the works of the Kemp Manufacturing Co. on the next day.

H. T. Hunter, of Toronto, then proposed the Officers of the Association, and in his remarks dealt particularly with the opportunity hardware dealers had of talking quality rather than price. The big hardware stores of every town and city had been built up on this principle.

The Executive Toasted.

W. G. Scott, of Mt. Forest, in reply, referred to the banquet as a happy conclusion to a very active day. He thought the association had started in the right way. It was not formed for the purpose of advancing prices, but it was nevertheless a shame that goods which are the meanest to handle should be without profit. Hardwaremen who were competitors should be able to greet each other affably, and the association would do a great work in this particular. He would like to see the hardwaremen abstain from thinking that jobbers are to be cut out, as a result of this organization, while retailers buy direct. On the other hand, the jobber is the salvation of the retail trade, as he collects the goods and distributes them at a much smaller expense than the retailer could hope to do.

J. R. Hambly, of Barrie, said he had come down to the convention under difficulties, as he had been ill for some days. He spoke of the unanimity existing among the hardware dealers of Barrie, because of meetings held there. Especially was the benefit of this organization felt in the case of customers who wanted reduction for quantities. They could not get it any place in his town, and this strengthened the position of every dealer. His advice to the association was "aim high."

John Caslor, of Toronto, referred to the effort which was made to organize the hardware dealers five years ago, when they had amalgamated with the Retail Merchants' Association. He thought they were on the right road now, and price-cutters would soon be won over.

Secretary Wrigley opened his remarks by referring to a sight commonly seen in California where a hundred insane patients are often seen improving the roadways near the asylum grounds and guarded only by half a dozen caretakers. When wonder was expressed that further precautions were not taken that the guards would not be overpowered, the reply was given: "Oh, there is no danger—lunatics never organize." Mr. Wrigley congratulated the retail hardware and stove dealers of the province for having proven their sanity by organizing an association, adding, further, that the work would not be completed until each county, district or city had its own local association.

The Individual Members.

J. G. Lorriman, of the Montreal staff of Hardware and Metal, in proposing a toast to the individual members of the association, told of the growing feeling among hardwaremen in Eastern Ontario for organization. Frequent calls were made at the Montreal office by these men and co-operation and support was assured by them.

Mr. D. Brocklebank, of Arthur, expressed himself as thoroughly in sympathy with the work that had been done and that was yet to be done to help the hardwareman in his efforts to get living prices.

Mr. Brewer, of Parkhill, was another who was willing to put his hand to the wheel and help along the good cause.



W. S. Fisher, St. John, N.B.,
Who represented the Maritime Provinces at the Banquet.

If we have the proper spirit in our work, said Mr. Peacock, of Toronto, we are bound to succeed and make this organization of the greatest benefit to those in the trade.

D. A. MacNab, of Orillia, spoke of the pleasures of the evening as contrasted with the strife and toil of the morning. He spoke of the way discounts had been reduced during late years and was strongly in favor of arrangements that would give the retailer a larger cash discount. Everyone would benefit by this. It would practically put business on a cash basis, because, if the discount were 10 per cent., the retailer would make strenuous efforts to save it.

J. Walton Peart, of St. Mary's, also spoke briefly, expressing his willingness to do all he could to aid the new association.

W. I. Waggs, of Providence Bay, said he just had to come in when he heard of the convention, and that he would take back his money's worth.

The principle of a larger cash discount was also taken up by C. W. Conn, of Tillsonburg, who said he had paid his rent, light and heat bills out of his savings on cash discounts.

C. F. Moorhouse, of Toronto, said he had been a member of the one time hardwaremen's association and, although it did not meet with the success he had hoped for, he was sure the new one would.

Mr. Humphries proposed the health of Col. MacLean, which was well responded to, after which the meeting broke up with "Auld Lang Syne," sung with all grouped in a circle of fraternity and kinship.

CONVENTION DRIFTWOOD.

The Kemp Manufacturing Co. issued a neatly printed invitation to the delegates to visit their works and see a practical demonstration of the manufacture of their new Diamond ware.

Organizer Hodson was too full for utterance at the convention and banquet. During his travels he contracted a severe cold which threatened to develop into pneumonia. As he had not fully recovered he was content to be more of a listener than a speaker at the convention. But he had done his work beforehand—and done it well.

"Hold the fort, for I am coming." wrote C. Hartleib, of Zurich. The fort was held against all assaults, but Mr. Hartleib did not arrive to reinforce the garrison. He'll be along next time though.

Mr. French, of Clysdale & French, Caledonia, was delayed in arriving on Wednesday owing to the bad wreck on the Wabash railroad near Buffalo.

John Coffey, of Barrie, made an excellent watch-dog. The way he dismissed the travelers who sought admittance was great.

C. E. Noble—"All right! Go on, Worshipful Master."

W. M. Pringle, of Whitby, was unable to attend the convention as he was short handed.

Mr. Davey, of Ingram & Davey, St. Thomas, had recently undergone a serious operation and it was therefore impossible for that firm to be represented.

J. H. Crow, of Welland, wrote that he would be unable to attend as Welland is having a big boom at present and he is very busy.

J. G. Kingsborough, of Little Current, sent down his membership fee, but regretted that his business would not permit his attending the convention.

Sickness prevented W. R. Hobbs, Tillsonburg, from attending the convention.

G. A. Binns, Newmarket, wrote that as his clerk was leaving him on Monday he would be too short handed to leave his business and get to the convention.

H. M. Mowat, Trenton, sent his well-wishes and regrets at being unable to be on hand.

W. Slater, of the F. Hamilton Co., Hamilton, was expected to deliver an address on the window as an advertising medium, but he was unable to get away from his business.

The automobile ride had to be cancelled on account of the damage by fire to the Canada Cycle & Motor Co's big electric tally ho. Afterwards the Gurney Foundry Co. endeavored to arrange the trip for the delegates, but there were not enough cars available to accommodate the delegates, and the trip had to be called off.

F. J. Taylor, of the Western Foundry Co., Wingham, wrote stating that the association was a "long-felt want" and trusting that one of the first acts of the association would be to control and regulate, if possible, the retail prices of stoves and thus avoid a great deal of the cutting of prices which has existed in the past.

J. Walton Peart, of St. Mary's, was one of the young delegates in attendance, but he impressed his personality strongly upon the convention. His report on constitution and by-laws was a model for brevity and completeness. Before the association is many years old Mr. Peart will be swinging the gavel from the president's chair.

To W. G. Scott, of Mt. Forest, the convention owes much. He always chose the right time to speak, and every word told. On the floor of the convention or in committee, Mr. Scott is a power.

President Humphries fully deserved the honors bestowed upon him of re-election to the presidency and as fraternal delegate to the next convention of the National Retail Hardware Association of the United States, which is to be held in Boston next Winter. Firm and fair in his decisions and prompt and businesslike in his actions, Mr. Humphries has proven his ability to fill to advantage the important position he now holds.

EXTRACTS FROM LETTERS.

Purvis Bros., Sudbury: "It has suggested itself to me that the association might be divided into different sections, these different sections to send representatives to a general association meeting in Toronto or some other central place."

Robt. Lillie, Sturgeon Falls: "I think a separate association, where we conduct our own business, would be by far the better way."

C. Richardson & Son, Harrow: "We are heartily in favor of the association and will do all we can to help it along."

James D. Smith, Baysville: "I am entirely in sympathy with the formation of a retail hardware and stove dealers' association, and certainly wish the convention every success."

L. Wale, Stevensville: "I am sorry it will be impossible for me to be present at your first convention, but will say I will agree to any rules and regulations that are made at the convention and will come to the second convention."

A. Ballantyne, Brantford: "I believe in organization and I have no doubt that, if we get the right men as officers, this association will soon have every hardwareman in it."

C. C. Ballantine, president Canadian Manufacturers' Association: "I hope that this first annual convention and banquet of the Retail Hardware and Stove Dealers of Ontario will be most successful, and that there will be many more take place in the future."

Wm. Vallance, of Wood, Vallance & Co., Hamilton: "I trust that the effort to form a retail hardware association will prove successful. Much can be accomplished by organization which cannot be done by individual effort."



Organizer Hodson Whipping the Members into Line.

F. A. Ricard, Verner: "I hope that the convention will be a success, and wish everyone a jolly good time at the King Edward."

Jas S. Lockie, Newton: "I am in perfect accord with the idea of an association,, such as is proposed, being formed, and wish it every success."

Chas C. Lee, Goderich: "Although I cannot be with you in person, I will be in mind."

W. B. Jackson, St. Thomas: "My best wishes are for the success of the association, and that all in the business may be benefitted."

James R. Moore, Richards' Landing: "The convention is a move in the right direction, and I hope a lot of good will result."

W. H. Jones, Ingersoll: "I hope the convention will have a good and profitable time and that their deliberations may result in great good to the Retail Hardware and Stove Dealers' Association."

S. B. McClung: "I wish the retail hardware and stove dealers every success, and hope they will form a strong association such as is needed in Ontario."

F. C. Lariviere, Montreal: "I sincerely regret that my occupations at this present time do not permit me to be amongst my friends of Ontario."

G. H. Clark, Niagara Falls, who expected to attend, wrote: "I believe in organization. I am at present president of the Retail Merchants' Association in this city, but it has not proved very satisfactory in our line and I believe in a separate association, as I think we can work amongst ourselves to better advantage. I might say that all the hardware merchants here have joined the association and paid their fee."

M. Best, of the Best Stove Co., Peterborough, wrote: "I enclose herewith circular just received from the Retail Merchants' Association. I have been a member of this association for some time, but have been unable to see where they have done anything for the hardware merchants outside of some general legislation, and I think it would be more to the interest of the trade if they maintain a separate organization. I am, therefore, filling in the enclosed proxy, but changing the reading."

HAS THE ASSESSMENT ACT BENEFITTED RETAILERS?

T. N. Dunn, hardware merchant, Ingersoll, who was unable to attend the convention, has forwarded the following letter for publication :

"I notice one of the chief reasons advocated by Mr. Trowern why the Retail Hardware and Stove Dealers' Association should be affiliated with the Retail Merchants' Association is the 'excellent amendment' to the Assessment Act, which has benefitted every hardware dealer more than almost any other line of trade.

"This 'excellent amendment' has just come within $50 of doubling my assessment. I do not feel that it has benefitted me very much although I am a member of the Retail Merchants' Association. I regret very much that I will not be able to attend the convention."

VALUABLE FRIENDSHIP.

Seek the friendship of your local newspaperman. He can help you and you can help him.

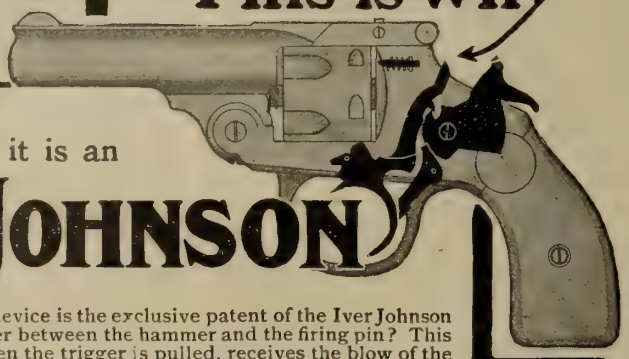
You hear little bits of news about people being sick, or intending to get married, or take a trip. The newspaperman wants news.

When you are sending items run in one about yourself, an addition to your store, a change amongst the clerks—anything that will bring you and your store before the public.

The newspaperman will insert them as news, and you will benefit from the publicity.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

A NEW PENINSULAR RANGE.

Clare Bros. & Co., Limited, of Preston, Ont., have added to their Peninsular line a new type of range which is said to be constructed on original lines, and which is made in two styles known as the Ideal Peninsular and the Peerless Peninsular. The ranges are built in two sizes with 18 and 20-inch ovens and can be supplied with either four or six-hole tops with 8-inch or 9-inch covers. They are fitted with heavy covers and centres, large pouch feed, sectional fire back, cemented oven top, nickelled oven rack and duplex grates which can be removed almost instantly without disturbing the linings or waterfront in any way. The provision for removing the grate bars is simplicity itself and must be seen to be appreciated.



New Peninsular Range.

The striking feature of the stove and the one which gives it a specialty in stove construction is the drop oven door which when open completes a shelf flush with the oven bottom upon which the contents of the oven may be drawn out for inspection. This method of construction, which has long been popular on steel ranges, is just as effective a selling feature in these cast iron ranges. The door is balanced with a spring which is attached in such a way that it is kept from contact with the fire.

This range is made with and without a hearth plate. The one without the hearth plate is shown herewith and is known as the Ideal Peninsular, and should be popular with those who have only a limited amount of room in their kitchens. The one with the hearth plate is known as the Peerless Peninsular and was illustrated in our issue of March 24, 1906.

The brilliancy of the nickelling used on these ranges gives them an exceptionally pleasing appearance and the makers consider that with the added attraction of the drop oven door this line is the most desirable they have ever offered.

Do you keep a want list? Have you a record of the goods asked for by different customers, but which at the time you were unable to supply? By all means have a representative stock. Watch the wholesalers' ads. and don't be afraid to write for information.

Glaziers' Sundries!

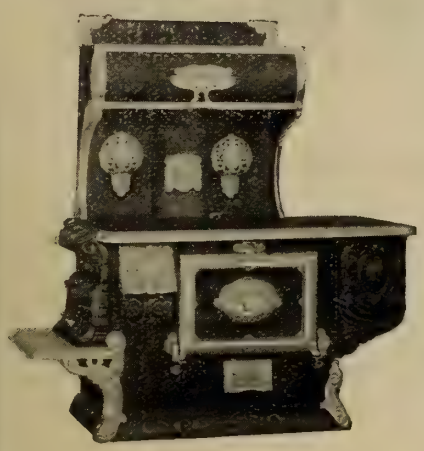
Send us your orders when in a hurry and mark **"RUSH"!** for any of the following:

Putty in bladders
Putty in bulk
Glaziers' Diamonds
Red Devil Glass Cutters
Glaziers' Rules
Cutting Boards
Glaziers' Points
Point Driving Machines
Putty Knives, all styles

Complete stock for immediate shipment from either Winnipeg or Calgary. All orders shipped same day as received.

G. F. STEPHENS & CO.
LIMITED
PAINT AND COLOR MAKERS
WINNIPEG and CALGARY

The Walker Sales System



Last February a dealer in a small town who did not expect a range sale for months, sold with the assistance of the Walker Sales System seven Pilot Ranges in eleven days, and a good trade has continued ever since. Others have done better—many have done equally as well.

Our sales department furnished the ammunition, namely, The Walker Sales System, and our manufacturing department furnished the goods:

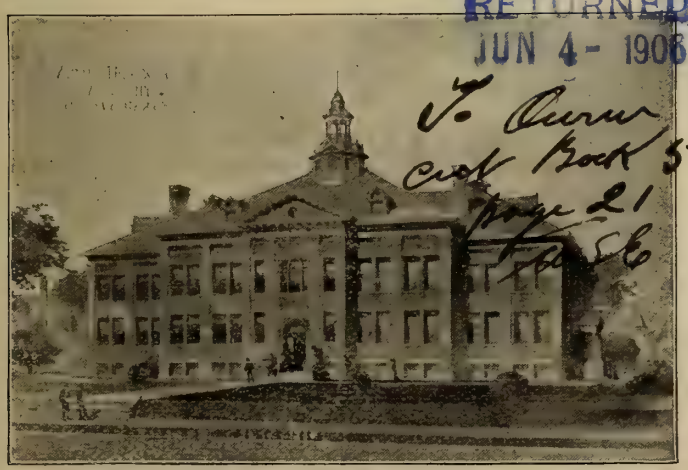
The Walker Pilot Steel Range

Everybody is satisfied, the customer is pleased with the range, the dealer is satisfied with the profit and speaks highly of our Sales System, and we have been pleased with the orders sent us.

There is an opening in every locality for an aggressive range campaign. We furnish the larger part of the work; your portion takes but little of your time. Let us explain further.

The Walker Steel Range Company, Limited, Grimsby, Ont.

The KELSEY MECHANICAL SYSTEM OF WARMING AND VENTILATING



HIGH SCHOOL BUILDING, MANLIUS, N.Y.

20 CLASS ROOMS AND THE HALLS PROPERLY AND ECONOMICALLY WARMED AND VENTILATED.

MANLIUS, N.Y., April 16th, 1906.

To Whom it May Concern:

The Kelsey (Mechanical) Heating and Ventilating System has been operating in our new High School Building during the past winter. IT IS MORE THAN SATISFACTORY IN EVERY RESPECT. Five Generators, with the aid of the Fans, heat the twenty rooms and the halls.

With the outside temperature below zero and a strong north-west wind, the whole building can easily be warmed to the proper temperature and at the same time secure the required State standard of ventilation in all class rooms and study halls. The rooms are supplied with outside air at all times, when the building is occupied.

With the aid of fans we are able to raise the temperature in a cold room from one to three degrees per minute, WHILE FORCING THE HEAT DIRECTLY AGAINST THE WIND.

In the heat chamber over the Generators is the water tank, holding about five barrels, which serves to moisten the air before it enters the ducts leading to the school rooms.

The Generators are installed in a very satisfactory manner, easy to care for, AND HAVE CAUSED NO TROUBLE WHATEVER FROM ESCAPING GAS

The large heating surfaces of the "Kelsey's" produce a wonderful amount of heated air very quickly.

THIS WINTER WE HAVE CONSUMED FROM 65 TO 70 TONS OF COAL.

In my experience of fourteen years as principal, I have looked much into the heating and ventilating of school buildings, but I HAVE YET TO SEE A SYSTEM SO SATISFACTORY IN ALL RESPECTS AS THE "KELSEY."

I recommend the system.

Very truly,

(Signed) A. S. KNAPP, Principal.

The Kelsey System furnishes large volumes of fresh, pure, properly warmed air, rather than a small quantity of dry, hot, super-heated air, or the re-warming of the same air over and over.

The Kelsey Mechanical System is most positive and reliable as to both warming and ventilating, and with the least possible fuel consumption.

We purpose paying special attention to the proposition of the Healthful, Efficient and Economical Warming and Ventilating of Schools, Hospitals, Churches and other Public Buildings, and will be pleased to submit plans and estimates promptly on request.

THE JAMES SMART MFG. CO., Limited

Western Branch: WINNIPEG, Man. **Head Office and Works: BROCKVILLE, Ont.**

The Ideal Peninsular



The Ideal Peninsular

Here's Our Latest

The Drop Oven Door on the Ideal Peninsular when let down forms a shelf flush with the oven bottom upon which the contents of the oven may be drawn out for examination. This is an innovation in cast range construction and stamps the Ideal as a ***"specialty"*** which you could handle with profit.

CLARE BROS. & CO., Limited, PRESTON, ONT.

WINNIPEG BRANCH,
CLARE & BROCKEST.

VANCOUVER BRANCH,
CUNNINGHAM & WORTH.

"GOOD CHEER"

STOVES
RANGES
and
FURNACES

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Page No. 78
Nov. 30.08.



MAKE A COMPLETE AND MOST SATISFACTORY LINE

DO YOU HANDLE THEM ?

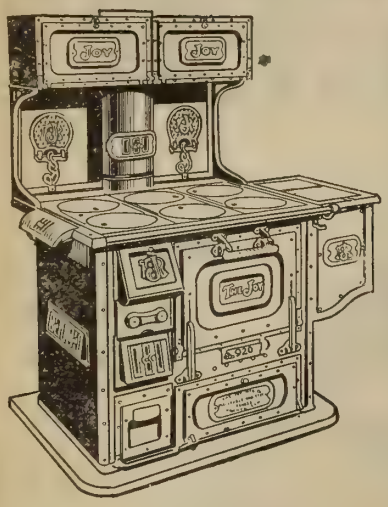
IF NOT, WRITE FOR CATALOGUE TO——

The JAS. STEWART MFG. CO. Limited

Western Branch,
Winnipeg, Man.

Woodstock, Ont.

KEEP 'EM WARM !



A high closet is for the purpose of warming dishes and keeping victuals warm. It is one of the greatest conveniences on a cook stove—once used, always wanted. The high closet on

THE JOY MALLEABLE and STEEL RANGE

is especially adapted for this purpose. The inside is as roomy as any, and the drop malleable doors act as a shelf, doubling the capacity.

The brackets are sufficiently high to admit a wash boiler, easily, and being open do not interfere with lifting the boiler on and off.

These are features exclusive in The Joy Malleable and Steel Range. Do they appeal to you ?

Joy Mfg. Co.

32 Humberside Ave. ...Toronto



Take Time for a Little Talk

Suppose we do think a big heap about our range, wouldn't you, if you were in our place ?

Did you ever stop to think that it pays the dealer as much as the maker to push the ***right*** range? Well, it does. This is how we figure it out :

EMPIRE QUEEN RANGE

is the best range for the money to be had. When we sell one we get a certain profit. When you sell one you get a certain profit and these profits just about ***balance*** on the scales.

It pays us to sell the ***Empire Queen,*** it pays you to sell the ***Empire Queen,*** it pays your customers to get the ***Empire Queen.***

Are you ready to start ?

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

Here's a steel range with style to it—

Canada never saw a steel plate range that will sell against the new line of

Oxford Chancellor

We've put all the style possible into this range—and style means quick selling with such a range as

Oxford Chancellor

We've put all the **quality** we know how into this range—because looks, style, will **catch** trade, but **quality** holds trade.

The price is right The range is right

Put this range on your floor now, and let us get our selling-help working overtime for your store's profit. You certainly ought to connect quick with the range that sells as this range sells. Do you want to hear our new proposition to live dealers ? Your letter asking for it will get a prompt answer.

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

The Gurney Foundry Company Limited

Toronto Winnipeg Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

(503)

THIS CUT illustrates one of the Royal Family of Ranges.

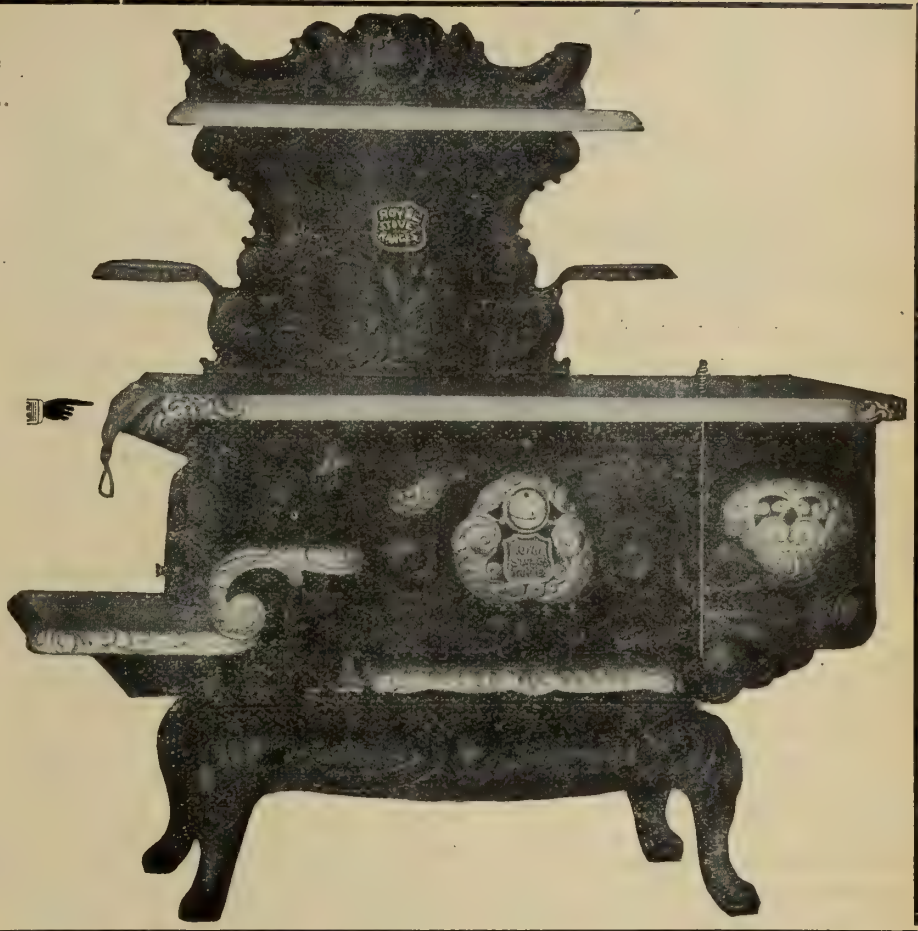
ROYAL CORONA

This Range has the celebrated **Pouch Feed** and many other features.

Where another range would be "turned down" by your customer for price reasons, **Corona** would be quickly snapped up.

Send for a bit of literature entitled "The Art of Keeping Stove Costs Down."

CANADA STOVE WORKS
HARRISTON, ONT.



YOUR SPRING SALES



"SAMSON" HAND DELIVERY CANS.

You can help your spring trade by handling these lines.

"Samson" goods are becoming more popular every year and are now specified by many dairymen.

We can ship all lines promptly.



"SAMSON" RAILROAD OR DELIVERY CANS

"SAMSON" MILK CANS. "SAMSON" TRIMMINGS.

TINNED IRON FOR CHEESE FACTORY USE

Send in your order and have a good stock when the time comes.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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NEW ADVERTISERS.

Canada Horse Nail Co., Montreal.
Clare Bros., Preston.
Ontario Lantern and Lamp Co., Hamilton.
Pedlar Metal Roofing Co., Oshawa.
Scott, Bathgate & Co., Winnipeg.
Walker Steel Range Co., Grimsby, Ont.

HOLIDAY NEXT WEEK.

Advertisers are requested to send in copy for changes of advertisement for insertion in next week's issue a day earlier than usual. This will facilitate matters considerably and allow the publishers to get out the issue without unnecessary delay.

WHAT ABOUT A COMMISSION?

Stalking business organizations is now the favorite political sport on this continent. The political press agent's name for it is "Fighting the trusts." But a trust is anything from Standard Oil to tne Hucksters' Protective Association. A lot of the talk about trade combination and organization is buncome, saturated in ignorance.

The underlying principle of all business is buying and selling at a profit. Buying and selling at a loss is contrary to that principle, and an injury to trade. Sovereign control of an article of commerce carrying with it power of taxation in proportion to the demand for the article is monopoly, is contrary to that principle, and quite, if not more, injurious to trade than selling at a loss.

The trust hunters have not learned to distinguish between organization to prevent selling at a loss and organization to create monopoly. With them all organization save and except that to promote political corruption and graft, is conspiracy. They rush in where angels might wisely hesitate.

The cure must be knowledge of trade conditions applied with honest, common sense. That does not appear to come within the powers of the legally trained judiciary. The rights of trade in relation to the railways required treatment other than could be provided by a court of law, and the railway commission resulted. A trade commission is now needed to deal intelligently with these questions of organization.

QUEBEC WANTS MORE MONEY.

Hon. Lomer Gouin, the Premier of the Province of Quebec, is doing his best to secure an increased subsidy from the Federal Government. In fact he was a prime mover in the concerted action of the various premiers who met at Quebec and agreed together that each needed and were entitled to more money from the Dominion House. However, Sir Wilfrid and his ministers seem to have shown a tendency to evade the question at issue. With his usually strong determination Mr. Gouin took another step and used his influence with the Montreal Board of Trade to get that body to appeal to the Government. They passed a resolution in support of the provincial demands for more money.

Now, whether the action of the Montreal Board of Trade was right or not, it is a fact that whoever gets Government money and no matter how it is spent the money comes out of the people. It seems contrary to economic wisdom that there should be any principle adopted of robbing Peter to pay Paul. The history of the Provincial Government life, in the Quebec case especially, shows many an instance of riotous living. Money had to be raised on two or three occasions, and it was raised sometimes by exorbitant interest-bearing loans which tended to shatter the credit of the province and other times by round-about taxation and it has always resulted in a spendthrift policy. While Quebec is in crying need of money for a better school system, better railways, better public buildings, etc., what will be the result of a Federal subsidy increase? The probabilities are that there is a gap for the money to fill. Then, too, it is a well known human instinct to take an active interest in what one pays for and raises money by effort to obtain. Montreal City Council is at present in the midst of a quarrel owing to the announcement by the chairman of the finance committee that there are funds in abundance to keep the city roads and all its interests in good shape if the patronage system was abolished in the doings of the civic government.

A SPLENDID CONVENTION.

One of the reasons assigned for the failure of the hardware section of the Retail Merchants' Association is that they neglected the opportunities for getting their members together from time to time.

It may be possible for an association whose members have never seen each other to exist, but it cannot be expected to arouse the enthusiasm which a single convention such as that of the present week achieved. Members who came down without any faith in the merits of the association now contend that they will never miss another convention. Still others who frankly confessed that their idea was simply to make an experiment, finally shared the enthusiasm of all and were among the most active in discussing resolutions and grievances.

Members who did not attend the convention may not appreciate to the full the benefits which were derived by the fifty odd who did. But it is certain that many who came down with the idea that the man in the next town was a price-cutter and a pirate, changed their views. On meeting the man in question they learned that he had the same ideals, the same trials and difficulties as they, and they can now respect him, as he can respect them.

Not only have jealousies between dealers in neighboring towns been patched up, but there are even instances of reconciliation of dealers from the same town, who will in future understand each other better, much to their own profit.

One member from a town of about 1,000 inhabitants remarked at the Tuesday evening banquet that he had that afternoon thoroughly enjoyed a long conversation with the son of a competing dealer. But in their own town they have not conversed for many a long day. They will both benefit by this intercourse.

In listening to addresses by experienced business men on subjects of vital interest to the trade, no dealer could help benefitting materially. In the open discussion of such subjects as insurance, the proper storing and display of goods, the collection of small accounts, methods of selling such articles as stoves, and many other kindred ones, the greatest interest was aroused. The result will be an enthusiasm which cannot fail to impress clerks and customers.

But possibly the greatest benefit derived from such a gathering is the intangible one which comes from a break in the monotony of business routine, to mingle and rub shoulders with other men. This is the kind of thing that widens the sympathies and begets inspiration. We do not hesitate to say that every member of the association who attended the convention is a better man, and, above all, a better hardware-man, than he was before.

THE BILL TO AID CO-OPERATION.

Mr. Monk has introduced into the House of Commons a bill to facilitate co-operative banking and trading in Canada. Co-operation in production, marketing and the purchase of breeding stock, machinery and fertilizers, aided and in many cases made possible by co-operative banks, has effected the redemption of the agricultural industry in Europe. In England, where agricultural co-operation is just beginning, co-operative stores in towns and cities have aggregated an enormous trade and have very seriously affected the individual retail interests.

Three conditions here render unlikely any serious attempt at co-operative stores as they have them in England, the comparative thinness of population, the more prosperous condition and higher standard of living of the Canadian working classes, and the department stores.

Agricultural interests might, however, be greatly benefitted by the extension of the co-operative system in the production and marketing of commodities. Anything that benefits agriculture benefits trade. If, however, any retailer thinks the movement a menace to his interests, his business is to send a post card to his representative in the Commons and ask him to oppose the bill.

MERCHANT AS PUBLICIST.

New York telephone users are saving $1,525,000 annually because the Merchants' Association took up the question of rates and after a thorough investigation made an agreement with the company to reduce rates. That was only one of a hundred things the Merchants' Association of New York did last year.

Every business man in Canada should know about that association and its work. The year book just published, an artistic brochure of forty pages, and the membership list, elegant in every typographical detail, is a revelation of what can be attempted and done in regard to matters of public policy by organized business effort. The subjects dealt with last year are too numerous to mention here in detail, but here is the classification of the year book: Public utilities, franchises, domestic commerce, foreign and colonial relations, water supply and insurance, municipal finance, business law, taxation, judicial administration, city transportation, streets and pavements, over-charges by hack drivers, and various subjects.

The association arranged with the railways for special rates to New York for out-of-town merchants during the two buying seasons and 7,000 merchants took advantage of them, including many who had not been accustomed to make purchases in that market.

The association had on January 1 a membership of 1,059, an increase of 330 during the year. The expenses for the year totalled $53,890. They employ a staff of experts. They have a secretary, business manager, editor and statistician and legal counsel. The association work is carried on largely by special committees appointed for the purpose.

Of course such an organization requires a New York to back it; but the work it does for New York, the business men of every town in Canada might be doing locally through the boards of trade.

BANKS AND BUSINESS VENTURES.

Banking methods, like everything else in this progressive age, are undergoing a process of evolution. It is not so very long ago that bankers felt it infra dig to depart from certain clearly defined customs. Like the doctors, they must not advertise for business, while to canvas for customers was almost a sin. These days are departing.

In the United States many of the banks are adopting aggressive and progressive methods of advertising and some of the best advertising that is being done is by the banks. In Canada the spirit of evolution is also abroad. Some of the banks are advertising, and advertising in a way that shocks the decorum of the old-timers. Not only are they advertising, but many of them have inaugurated systematic methods of door-to-door canvas in residential parts of cities for depositors.

It is possibly almost unnecessary to say that this progressive spirit is born of competition. New banks are coming into existence almost every month and in order to get business these are naturally driven to employ more progressive methods than their older confreres.

The business men of the country naturally gain by this more modern condition of affairs. It will not be so difficult for them to get accommodation and they will not have to pay as high a price for that accommodation as is now too frequently the case. The banks get their money from depositors at less than half what they, in many instances, charge their customers for accommodation.

Just as agriculture is the backbone of industrial life in Canada, so the banks are the backbone of trade and commerce. There is in our mind at the moment a certain small town in Canada whose manufacturing industries are the envy of many larger towns. This enviable position is directly traceable to the encouragement which manufacturers who located in that town received from a particular bank whose headquarters were stationed there. There is in fact scarcely an industry there which does not owe its success to the assistance it received from that particular bank. The bank was not careless. It thoroughly investigated the affairs of every client and if his business promised well and the management was honest, enterprising and competent, they lent liberal assistance.

With the development of the modern tendency now in evidence on the part of the banks of this country the experience of this particular town will become more general. There is every reason why this should be so, for like a business man with good prospects, the outlook for the industrial development of this country is most auspicious.

THE GOLDEN RULE.

It's a poor rule that doesn't work as well in business as in other walks of life, and the Golden Rule is not a poor one. But it is undoubtedly forgotten by many a man who has gained a little authority and who enjoys lording it over those who do business with him.

Few men are more frequently the victims of this kind of thing than commercial travelers. No one who has not been on the road can realize the extent to which the traveling salesman is compelled to take insults from the different buyers and proprietors he visits. It is a most difficult thing for him to even secure an audience with the great man, who often deliberately neglects him long enough to make him lose a whole day by missing a train. How would the buyer or merchant enjoy being treated in this manner? Would he like to "kow tow" to every customer who buys goods from him, in the way he expects a traveler to do obeisance to him? Is not the Golden Rule of some value in business life? Even considering the question from the basest standpoint, the merchant should remember that a traveler has many opportunities to benefit him in one way or another.

In pleasing contrast with this all too common thing is the treatment accorded commercial men in one of Canada's finest stores, located in Montreal. Just at the entrance to the office is a sign which reads:

"Travelers are welcome at any time during business hours. Mr. L—— is generally in his office from 9 to 11 a.m. and from 2 to 6 p.m. Foreign travelers will please telephone and make appointment before coming."

There is something for every merchant to learn in that notice. Perhaps this unfailing courtesy serves to explain much of the success attained by the firm mentioned.

MARKET FOR CANADA IN MANCHURIA.

The industrial exhibition being held at Mukden, the capital of Manchuria, is another mark showing the commercial awakening of the Far East. Mukden has a population of about 250,000 and is 120 miles inland from its port, Newchwang.

Although Canada has no exhibit at Mukden some information regarding the trade and commerce of Manchuria may not be uninteresting.

The amount of commerce of Newchwang during the year 1905 was fifty-three million dollars. Of this amount some forty-four millions represented foreign commerce, the balance representing the business carried on between the different points in the Chinese empire, or what might be termed home trade.

The foreign imports of Newchwang amounted to over twenty-two million dollars, and of this amount half was captured by the United States, which means that the United States has shared in the commercial activity of Manchuria as much as all other nations combined who have traded there. The greater portion of these figures represented cotton sheeting, drills, jeans and similar productions from American textile mills, but the amount of wheat flour sent in by the Americans was also of considerable volume. After flour came kerosene oil to the value of $326,875, followed by cigarettes, $313,882, and lumber, $191,889.

These importations may be considered relatively small as compared with the imports of other countries, but it must be remembered that in one year they were increased by twenty per cent., and from this fact can be gathered some idea of the volume of trade that will be done in a few years with Manchuria, which has a population of twenty-two millions.

In connection with the increase of cotton goods importations from the United States it is noteworthy that they were double in 1905 what they were in 1903, while the other imports mentioned — flour, kerosene oil and cigarettes, also showed a remarkable increase in that time.

Now that the war is over and a settled condition prevails in that province, there is certain to be a trade developed there, part of which should be shared by Canada, and in view of the work the Dominion commercial agents have done in other parts of the world—some less important as regards population—Canada with her manufactures and her wheat should not be dilatory in placing a commercial agent at Newchwang, or in other ways seeking to build up this trade.

CANADIAN HARDWARE STORES

No. 2.

The accompanying cut shows the interior of G. A. Binns' hardware store at Newmarket, Ont. The walls and ceiling of this store, which is 25 x 130 feet, are finished with sheet metal, and the stock, as can be seen, is conveniently arranged.

Entering the store, the silverware show case is first met with, and further down upon the same counter is their display of harvest mitts. Other show cases occupy prominent positions farther back on the counter. On the same side is shown the general wall shelving cased in with glass doors where, at a glance, one can see a splendid assortment of tools and shelf goods. The width of the store allows the placing of a row of stoves and ranges down the centre, which can be seen from both sides—a good arrangement. Tables on the right contain a large range of graniteware and other kitchen utensils which can be all taken in at a glance. A feed trough can also be seen close to one of the tables, which shows that no detail of their hardware stock is overlooked. On the right wall shelves are the paints, the appearance of which indicates the large range carried.

In 1892 Mr. Binns entered the stove and tinware business of the late P. S. Wright, and after two years acquired the ownership himself. Ultimately he moved across the street to his present store and added hardware, plumbing and furnaces to his stock. As will be seen from the cut he has now a model store—well arranged and well stocked—the result of continued and well directed effort to keep to the fore in his chosen business. The illustration does not do justice to the depth of the store nor does it show a large stove show room, 25 x 30 feet in size, at the rear of the store.

A good, strong man will make his own opportunity.



CANADIAN HARDWARE STORES, No. 2.—G. A. Binns, Newmarket, Ont.

PRACTICAL PHILOSOPHY.

When the outlook is not good, try the uplook.

Have the courage to appear poor, and you disarm poverty of its sharpest sting.

If a man expects and believes great things of himself, it makes no odds where you put him.

The man who has lived longest is not the man who has counted most years, but he who has enjoyed life most.

If a man were to place himself in an attitude to bear manfully the greatest evil that could be inflicted on him, he would suddenly find that there was no evil to bear.

HARDWARE TRADE GOSSIP

Ontario.

S. Mellon, Hamilton, was in Toronto during the week.

Wm. Head, plumber, of Calgary, spent a few days in Toronto.

Smith Bros. & Co., plumbers, of London, Ont., have dissolved partnership.

J. C. King, of the Warden King Co., Montreal, was in Toronto during the week.

J. B. Hawkins, hardware merchant, of Goderich, Ont., has sold his business to E. P. Paulin.

J. E. Farrell, plumber, of North Bay, called on Hardware and Metal, Toronto, during the week.

F. R. Litster, of Green & Litster, plumbers and heaters, Winnipeg, was in Toronto for a day or two.

J. D. Higginbottom, plumber, of Fort William, has taken into partnership H. R. Sime and D. F. Anderson, both experienced plumbers.

E. C. Boeckh, president and general manager of United Factories, has gone on an extended tour to England and continent for his health. Mrs. Boeckh accompanies him.

The new radiator building being erected by the Taylor-Forbes Co., Guelph, will be three storeys high and 200 by 80 feet. The radiator plant for which this building will be constructed will be the largest plant of its kind under one roof in Canada.

Sympathy generally will be felt for O. B. Henry, of Drayton, Ont., on account of the death of his wife a few days ago. Mr. Henry was for many years proprietor of the hardware business now run by McLaughlin, Sturtridge & Co., of Drayton.

The City of Toronto won the suit brought against them by James Sherlock, plumber, for $390 on plumbing contract at Exhibition buildings. Sherlock claimed to have been delayed by other contractors, and that materials he had to use went up in the meantime.

One of the losers by the fire which destroyed the Western Hardware Co's store at Regina a few days ago, was J. Walton Peart, of the St. Mary's Hardware Co., St. Mary's. Mr. Peart's brother is also heavily interested and one of the most active men in the company.

J. C. Nicholson, manager in Ontario for the Canadian Rubber Co., of Montreal, has been in Montreal for some days on special business at the head office of the company. Mr. Nicholson has been connected with the Canadian Rubber Co. for over twelve years, and at present has jurisdiction over the selling interests of the company from Kingston to Fort William.

F. A. Paulin, late Chicago manager for the India Rubber Co., of New Brunswick, N.J., is now in charge of the tire department of the Canadian Rubber Co. of Montreal. Mr. Paulin is a Canadian by birth, having spent his early years in the carriage trade in Ontario. He has had extended experience during the past twelve years throughout the larger cities of the United States.

Quebec.

The Standard Paint Co., of Montreal, have been incorporated with a capital stock of $150,000.

Archie Macfarlane, Montreal, the well-known manufacturers' agent, is off to Europe for a trip.

C. C. Brown, of Danville, was in Montreal this week seeing his son who is laid up at the General Hospital.

Fred Wilson, of Williams & Wilson, Montreal, sailed on the Virginian of the Allan line on a six weeks' trip to the Old Country.

Among the out-of-town hardwaremen to visit Montreal this week were J. A. Paquin, of St. Eustache, and Theo. Gervais, of St. Johns.

Calling on the Montreal trade this week were Charles Milot, of St. Monique; C. E. Keeler, Iroquois, Ont., and John Dittrick, Perth, Ont.

H. H. Replogle, recently with the Diamond Rubber Co., Akron, Ohio., is now manager of the belting department of the Canadian Rubber Co. Montreal.

George R. Nimmo, of the traveling staff of the Canada Paint Co., visited Montreal this week, having returned from a successful trip through the west.

Freres Beauvais, hardware merchants, Montreal, have dissolved partnership, and the business will be continued by Alcede E. Beauvais and J. P. B. Beauvais.

The Canada Paint Co., have been compelled, owing to increase in trade in the west, to increase the capacity of their Winnipeg factory. The engineers are working on new plans for the addition.

Charles Dietrich, of Galt, regaled his experiences in San Francisco to many interested Montrealers this week and following the old rule that it is an ill wind, etc., he has received a fine lot of good advertising for his firm.

Thos. Pink, head of the large lumber supply manufacturers of Pembroke, was welcomed in the Montreal trade this week. Mr. Pink's trade is constantly widening and he is classed among the most enterprising business men of the country.

The handsome executive offices of the Canadian Rubber Co. of Montreal, corner Papineau avenue and Notre Dame street, are being considerably added to, and when completed will be, perhaps, the handsomest suite of business offices in Montreal.

P. R. Cumming of Renfrew, was in Montreal during the week. The popularity of the products of the P. R. Cumming Co., of Renfrew, is steadily growing in the trade. They have been conducting a campaign of advertising which is a credit to the firm.

H. McCulloch, of Galt, was at the Windsor Hotel during the week. Ross & Greig, two well-known Montrealers, have opened neat premises on St. James street as agents for Goldie & McCulloch, of Galt, and also representing several other good manufacturers.

Western Canada.

J. Gilhuly, of Arden, Man., was in Winnipeg this week on business.

Reports from Caron, Sask., state that a hardware store is needed there.

C. W. Sheppard, tinsmith, Fernie, B.C., has been succeeded in business by A. Hamilton.

Arcola, Man., hardware dealers have announced their agreement to close at 7.30 each evening.

J. Skelding, hardware merchant, of Neepawa, Man., was in Winnipeg this week visiting the wholesale houses.

The Nelson Iron Works Foundry, conducted by A. J. Honeyman, will be operated in future by E. A. Isaacs.

The Forbes Hardware Co., of Vancouver, have been succeeded in business by the Forbes & Van Horne Co., Limited.

Merrick, Anderson & Co., wholesale hardware merchants, Winnipeg, have been incorporated as a joint stock company.

E. A. McBain, manager of the Manitoba Hardware & Lumber Co., of Reston, Man., was in Winnipeg last week on business.

Chas. S. Archibald, of the Nicholson File Co., Port Hope, Ont., was in Winnipeg last week on his return east from a trip to the Pacific coast.

The Western Hardware Co., of Regina, suffered heavy loss by fire last Sunday morning, the big store being completely destroyed. The company will rebuild at once.

From Victoria the death of Wm. Munsie is announced. He was connected with many British Columbia industries and was the founder of the Albion Iron Works there.

Spencer Withrow, who for some time has been in the hardware department of Merrick, Anderson & Co., Winnipeg, left last week for Fernie, B.C., where he has secured a position with the C.P.R.

C. D. Waldon, sales manager of the Pease-Waldon Co., returned to Winnipeg on Monday from an extended trip in the west to Regina, Lethbridge, Calgary, Red Deer, Edmonton and other western towns.

R. J. Younge, sales manager of the Canadian Rubber Company, Montreal, is at present on an extended tour in Western Canada in the interests of this company. Mr. Younge has visited all sales branches and agencies in the west, and is also calling on the trade in all sections west of Winnipeg. He will return to Montreal about the beginning of June.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 78)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Antimony—Another advance of ½c.
Tin—Still advancing. Up to 52c.
Pig Lead—Advance to $4.45.
Paris Green—New prices issued tentatively.
Metals—All very firm radiating from tin advance.
Turpentine—Drop of 2c.
Linseed Oil—Drop of 2c.

TORONTO.

Solder—Quotations have gone up again to 30 and 26c.
Ingot Tin—Now selling at 50c.
Antimony—1c. increase. Now 27½c.
Tin Plate—An advance of 25c. has been made.
Galvanized Sheets—All gauges of "Gordon Crown" brand have been advanced 25c.
Old Material—Tea and heavy lead have advanced 25c. per 100 pounds.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 18, 1906.

Rush marks all branches of the trade. Unprecedented and marvellous are words used to describe the business and tired clerks are engaged on overtime to fill the Spring orders now in full swing. These orders from retailers all over the district are many of them repeats, so that the stocks have been disposed of readily.

Builders' supplies are being delivered freely and the demand is heavy for cement and kindred lines. Activity in construction is decidedly strong, in fact, it was stated this week that in Montreal alone there has never been seen such an aggregate of new buildings going on at one time.

AXES—A good trade is being done at steady prices. We still quote: $7.60 to $9.50 per doz.; double bitt axes $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—Our prices are: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34 inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Conditions are unchanged and we are still quoting $4.25 for Cold Blast.

RIVETS AND BURRS—These goods are being shipped heavily by the jobbers here. Our prices are: Best iron, rivets, section, carriage and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—The latest reports state that the hay crop will be light. Still hay wire is selling freely. It is expected that a large business will be transacted. We still quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash; f.o.b., Montreal.

MACHINE SCREWS—The turn over is said to be very good and discounts remain as follows: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—There is nothing new to remark in this branch of the trade. Quotations are unchanged, discounts being given as follows: ⅜ and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

HORSE NAILS—Business is normal and discounts unchanged. We still quote: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Our price remains: $2.15 per keg f.o.b. Montreal.

CUT NAILS—Wholesale houses are experiencing the regular demand for these goods. The price given is $2.20 per keg f.o.b. Montreal.

HORSESHOES—Sales are large and prices quoted are as follows: P.B. new pattern, base price, $3.50 per 100 lbs.; M. R. M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—Naturally, this is the season for all kinds of games. All accessories to sport of all descriptions are selling freely and likely will continue to do so for some time. Ammunition and guns are considered in this season also, and there are numerous inquiries with a steadily increasing demand all over.

BUILDING PAPER—These lines are selling rapidly and much activity is in evidence inasmuch as elsewhere is quoted a reference to the astounding life of the building trade generally.

CEMENT AND FIRE BRICK—The call for cement and firebrick is remarkable, to say the least, and orders are coming in from various parts for prompt shipment. Our quotations are as follows: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. "Lafarge" (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21; American, $30 to $35; White Bros.' Eng. cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—We give the following prices: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—Repeat orders are coming in from all parts of the country and shipments are being made very freely. We give the following prices: American Twin, 2 qt. $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—This is another line in which repeat orders are being received. The price remains: $1.45 per hundred square feet.

BINDER TWINE—No change in conditions is reported.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 18, 1906.

There are no price changes to record this week. Business is easing off a little among the jobbers, but small sorting orders in Spring lines are beginning to come in which would indicate that through the country the stocks of these goods are beginning to move.

Sporting goods have been a leader during the past couple of weeks. Fishing tackle has been exceptionally good. Some ammunition has been sold, but it is early yet for much to be done in this line.

Builders' supplies are keeping up well, many merchants having light stocks on account of the open Winter.

AXES AND HANDLES—The usual amount of trade is being done.

CUTLERY AND SILVERWARE—These lines are selling well for Fall delivery, and considerable business has been done for June.

SPORTING GOODS—The cold snap has given a little setback to sporting goods, but small orders continue to come steadily.

WASHING MACHINES—Trade is fairly active at present.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; ¾ inch, $3.95; 7-16 inch, $3.80; ½ inch, $3.65; 9-16 inch, $3.55; ⅜ inch, $3.45; ¼ inch, $3.35.

EXTENSION AND STEP LADDERS —Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent. off.

POULTRY NETTING—This line continues to sell well all over the province.

GALVANIZED WIRE — We quote: $2.17½ f.o.b. Cleveland.

BARB WIRE — Prices remain the same. We quote: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS——No further change in prices has been made in nails. We quote: $2.05.

CUT NAILS—The usual trade continues to be done.

HORSENAILS—The usual trade continues to be carried on. No price changes.

HORSE SHOES—Trade shows up well in horse shoes. Our quotations are as follows: P. B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

SADDLERY—Trade is reported to be active in all lines.

RIVETS AND BURS—The usual amount of business continues.

SCREWS—All lines are selling well at present. No price changes.

BOLTS AND NUTS—Prices remain firm on all lines, with a steady trade.

CORDAGE—We quote as follows: On binder twine, 500 feet, 10c. lb.; 550 feet, 11c. lb.; 600 feet, 12c. lb.; 650 feet, 13¼c. lb. Golden Crown, 500 feet, 9¾c. lb. On Gold Medal Brand (imported), 600 feet, 12¼c.; 650 feet, 13¼c. Discount for car lots: Manila, 15c.; British manila, 11½c.; sisal, 10½c.; double lathyarn, 10½c.; single lathyarn, 10c.; sashcord, "Hercules," 30c. to 32c.; "Star," 36c.; cotton twine, 3-ply, 24c.; 4-ply, 29c.; calking cotton, 16½ to 17c.; cotton waste, colored, 6¾c.; white, 9c.

CEMENT—Cement continues to be called for in large quantities. We are quoting as follows: For carload orders, f.o.b., Toronto, Canadian Portland, $2. For smaller orders ex warehouse, Canadian Portland, $2.15 upwards.

FIRE BRICK—There are no changes to record. English and Scotch firebrick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27½c. to 35c.

HIDES AND WOOL — The market situation is practically unchanged. Calf skins are most in evidence. Tallow is 1-4c. and wool 1c. higher.

Hides, inspected, steers, No. 1		0 11
" " " No. 2		0 11
" " cows, No. 1		0 11
" " " No. 2		0 09½
Country hides, flat, per lb.	0 09	0 10
Calf skins, No. 1, city		0 14
" " No. 1, country		0 13
Dekins	0 80	0 90
Sheep skins	1 50	1 85
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb.	0 04½	0 05½
Pulled wools, super, per lb.		0 25
" " extra "		0 27
Wool, unwashed fleece	0 17	0 18

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 18, 1906.

It is a case of no stop to the advance of tin and antimony. They dominate the trade and radiating from them is the natural firming up of many other lines. The much ridiculed cry of 50 cent tin is here in earnest, in fact, to-day we quote 52 1-2c. The probabilities are that it will be higher even, so that the optimists had better take heed.

Small stocks of antimony are held firmly and the price has again risen. We quote 27 1-2c. and the tendency is still towards further advance.

Face to face with the strength of tin is the possibility of advance in zinc and tinned iron, also galvanized sheets.

Pig lead has jumped up and is now selling freely at $4.35 to $4.45, and copper has risen half a cent.

The trade is anxiously watching for the advance of tin plates, so it will be wise for all buyers to be on the alert for such a move.

In fact, the general outlook in the metal market is strong of tone with a tendency to advance all around. No declines may be expected at all.

CANADA PLATES—Our prices remain as follows: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75; galvanized, 52's, $4.10; 60's, $4.35.

COPPER—Sales are very satisfactory and price is holding its own, while some dealers are expecting an early advance. For the present we quote: Ingot copper, 21c. to 21 1-2c. Sheet copper, base sizes, 25c.

INGOT TIN—Another advance, as noted in the foregoing. Current prices are 52c. and 52 1-2c.

PIG LEAD—A stir has taken place and a slight advance accompanied it. We quote: $4.35 to $4.45 per hundred pounds.

PIG IRON—Prices remain as follows:

"Dom.," No. 1 $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered Montreal
" No. 2	19.00	" "
" No. 3	18.50	" "
" No. 4	18 00	" "
Londonderry	20.50	" "
Carron No. 1	22.00	" "
" (special)	21.00	" "
Summerlee No. 1	22.00	" "
" No. 3 (soft)	20.75	" "
Clarence No. 1	18.50	" "
" No. 2	17.65	" "

BOILER TUBES—We quote: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our prices are: Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.

MERCHANT STEEL—We quote as follows: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.17½ and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices remain: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—There are large inquiries in the hands of the local merchants and prospects are that the season's business will be large. Our prices are as follows: Queen's Head, 28 gauge, $4.35; 26 gauge, $4.10; 22 to 24 gauge, $3.85; 16 to 20 gauge, $3.60; Apollo, 28 gauge, $4.20; 26 gauge, $3.95; 22 and 24 gauge, $3.70; 16 to 20 gauge, $3.65; 22 to 24 gauge, $3.70; 16 to 20 gauge, $3.45; Comet, 28 gauge, $4.15 to $4.45; 26 gauge, $3.90; 22 and 24 gauge, $3.60; 16 to 20 gauge, $3.45; Bell brand, 28 gauge, $4.30 to $4.35; Fleur-de-Lis, 28 gauge, $4.20; 26 gauge, $3.95; 22 and 24 gauge, $3.70; 16 to 20 gauge, $3.65; 22 to 24 gauge, $3.70; 16 to 20 gauge, $3.45; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; in less than case lots, 25c. extra.

BLACK SHEETS—We give following quotations: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

ANTIMONY—One or two of the local firms have small quantities of antimony in stock on which they are quoting the remarkable price of 27 to 27 1-2c. per lb.

TIN PLATES—As a result of the continued advances of ingot tin it is thought that present prices on plates cannot long be maintained. There must be an early advance, but prices now current are: Cokes, base size I C 14x20, $4; charcoal, base size I C 14x20, $4.25.

TERNE PLATES — Prices remain steady and it is expected that a move upward will result when tin plates have advanced. We are now quoting $6.85.

INGOT ZINC—The market continues somewhat firmer in tone, with the price steady at 6¾c. to 7c.

SHEET ZINC—An advance has been declared on the local market and we are now quoting $7.75 in casks, $8 in less than casks.

SHEET LEAD—We quote as follows: 2½ lbs., 5½c. by the roll; 3 lbs. and heavier, 5¼c. by the roll; small quantities 25c. per hundred lbs. extra.

BAR IRON—We are still quoting: $2.05 f.o.b. Montreal.

OLD MATERIAL—The demand keeps up and a good trade is reported. Local dealers are quoting higher prices on these goods. Our quotations are as follows: Copper wire, 15½c.; light copper, 14½c.; heavy red brass, 13½c.; yellow brass, 10½c.; light brass, 7½c.; lead, 3¼c.; zinc, 4c.; machinery cast

scrap, $13.50 ; wrought scrap, $12 ; stove plate scrap, $11 ; mixed rags, $1 to $1.20 per 100 lbs. ; old rubbers, 7¼c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, May 19, 1906.

Tin has shown more of a fluctuating character this week than last, when the tendency was continually upward. But the price generally shows nothing of a decline and fifty cents is now asked by some dealers. There is the same scarcity that has been felt all along. There is no lessening of the output of tin, but its use has been steadily on the increase.

English tin plate has also been advanced 25 cents on the 100 pounds by some, and Gordon Crown galvanized sheets have been advanced 25 cents on all gauges. Manufacturers who re-dip made-up ware also feel that an advance will have to be made in these goods, and perhaps on other lines affected by the rise in ingot tin.

Lead is stronger and active. This week a further advance of 10 cents per 100 pounds has been made on English lead.

Antimony is still on the upward movement and quoted at 27½ cents. The fact that Cookson's antimony, which governs prices, has been largely contracted for by the Russian Government is largely responsible for this.

With the exception of lead, old metals remain the same. Both tea and heavy lead have advanced 25 cents on the hundred pounds.

PIG IRON—The market shows considerable strength this week with a slight advance on Middleboro. Other lines same as previous quotations. We quote: Radnor at furnace, $30 ; Hamilton and Midland, at furnaces, No. 1 $21, No. 2 $20.50 ; Londonderry, f.o.b. Toronto, No. 1 $22, No. 2 $21.50 ; Middleboro, $21.50.

BAR IRON—There are no changes in prices, but the market is very firm at $2.15 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Fifty cents is now asked, and although the market has been irregular for a few days, the tendency is still upward.

TIN PLATES—The expected advance on tin plate has been made. An increase of 25 cents over last week now obtains. We are quoting : Cokes, base size, 14x20 $4 ; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS—An advance of 25 cents has been made on Gordon Crown sheets. Other brands remain the same. We quote, 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. Buying is fairly active and quotations 23c. to 24c. per pound.

BOILER PLATES AND TUBES — The demand is steady and we continue to quote : Plates, per 100 lbs., $2.35 ; heads, per 100 lbs., $2.60 ; tank plates, 3-16 inch, $2.45 ; tubes, per 100 feet, 1½ inch, $8.50 ; 2, $8.70 ; 2½, $10.50 ; 3, $12 ; 3½, $15.80 ; 4, $20. Terms, 2 per cent. off.

LEAD—English pig is strong and shows an advance of 10 cents. Canadian lead remains the same in price. We quote : Canadian pig lead at $4.40 and English pig at $4.75 per 100 lbs., with bar lead at $5 per 100 lbs.

ZINC SPELTER—Prices are firm and business good. We quote : 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

COPPER—The market continues firm and unchanged. We still quote : Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

ANTIMONY—The tendency is still upward, and another cent advance has been made. We now quote 27½c. per pound.

OLD MATERIAL—All metals are active with prices generally the same. 25c. advance is quoted on lead. Dealers' buying prices are as follows : Heavy copper and wire, 15½c. per lb. ; light copper, 13¾c. per lb. ; heavy red brass, 13¾c. to 14¼c. per lb. ; heavy yellow brass, 11c. per lb. ; light brass, 8½c. per lb. ; tea lead $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs. ; scrap zinc, 4¼ to 4½c. per lb. ; iron, No. 1 wrought, $11 ; No. 2 wrought, $3 to $5 ; machinery cast scrap, $13.50 to $14 ; stove plate, $10 ; malleable and steel, $5 ; old rubbers, 7c. to 7¼c. per lb. ; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—Quotations remain the same as follows :

Anthracite in cars at bridges, egg, stove and nut, $5.50 ; grate, $5.25 ; pea, $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines : Lump, $1.50 ; 3-4 inch, $1.40 ; run of mine, $1.30 ; nut, $1.25 ; N. P. and S., $1 ; slack, 75c. ; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges : 1¼ inch, $2.60 ; ¾ inch, $2.50 ; mine run, $2.40 ; slack, $2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, May 16, 19 6.

PIG IRON—Cleveland warrants are quoted at 50s. 10½d. and Glasgow standard warrants at 50s. 8d., making prices as compared with last week 10d. higher for Cleveland warrants and 8d. higher for standard warrants.

TIN—Spot tin opened steady at £212, futures at £205, and after sales of 240 tons of spot and 500 tons of futures, closed weak at £207 10s. for spot, £200 for futures, making price compared with last week £10 5s. higher on spot, and £11 7s. 5d. on futures.

COPPER—Spot copper opened easy at £86 15s, futures £86 2s. 6d., and after sales of 150 tons of spot and 650 tons of futures, closed easy at £86 5s. for spot, and £85 12s. 6d. for futures, making price as compared with last week £2 10s. lower on spot and £2 15s. lower on futures.

LEAD—The market closed at £17 7s 6d. making price as compared with last week 17s. 6d. higher.

SPELTER—The market closed at £27 2s. 6d., making price as compared with last week 15s. higher.

U.S. IRON AND STEEL MARKETS.

From the Iron Age, May 17, 1906.

The most striking news of the week is that coming from Chicago relating to steel rails for 1907. It is stated that the total new tonnage for 1907 thus far booked foots up to 562,000 tons. It is estimated that the Illinois Steel Company will have to carry over from this year to next about 80,000 tons.

A very fair amount of business was also placed with the rail mills for delivery during the current year. This includes 15,000 tons additional for the Chesapeake & Ohio, 6,200 tons for a Louisiana road, 6,000 tons for the Oneida Railroad and 5,000 tons for the Nickel Plate.

A widespread struggle, which may have its serious influence upon the consumption of pig iron, is that between the founders and molders in Chicago, Milwaukee, St. Paul, Cleveland, Buffalo, Scranton and Boston. There may be further additions to this somewhat formidable list. Pittsburg may be involved, demands having been made.

There has been some fair buying of foundry iron at lake points, in New England and in the Philadelphia and New York districts. But in the Central West what little business has come up has been taken away from southern furnaces, who have for some time been apparently indifferent to sales. The leading interests have maintained their agreement to hold for the basis of $14 at Birmingham for No. 2.

The market for steel making irons is practically swept clean up to the middle of the year, with an unsatisfied demand. In the east some sales of round lots of basic have been effected and there are some good inquiries in the market. These include one lot of 10,000 tons and another of 10,000 to 15,000 tons.

There is comparatively little new work coming up in the heavier lines, like structural material and plates. The dissatisfaction of certain important groups of consumers of bars continues and may lead to some concerted action on the part of the mills.

There is a heavy run of new business in the merchant pipe trade and the sheet mills are firmer, the demand being very heavy. The enormous advance in pig tin, now selling close to 50 cents a pound, is a serious calamity to the tin plate industry, since it must cause an advance in prices and may restrict consumption.

The producers of cast iron pipe are under an enormous unparalleled pressure from buyers of small lots for prompt delivery.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, May 17, 1906.

The record price set by tin during the past week is expected to have an early effect upon the tin plate market. Three advances in the price of tin plate during the last eight months have been occasioned by advances in steel. The present inability of mills to provide an adequate supply of sheet and tin bars, coupled with the advance in tin which amounts to 35 cents per box of tin plate, seemingly justifies higher prices for the latter product. Sheets are also in such brisk demand that an advance is being considered and already independent mills are obtaining premiums for early deliveries. In this line the San Francisco demand is heavy and municipal improvements at Philadelphia and Brooklyn will call for some 40,000 tons.

Rail sales continue at an enormous rate. It is estimated that 1,000,000 tons of steel rails for 1907 delivery are under negotiation and that fully half that tonnage has already been placed.

Labor difficulties, especially in the foundries, are having an important effect on the iron market at present and especially in the Chicago district weakness has developed, Southern irons sagging from 25 to 50 cents per ton. Basic iron is in good demand and Bessemer iron is extremely scarce especially in the Pittsburg district where a large consumer was unable to secure a lot of 20,000 tons for June and July delivery.

The ten days' delay in ore shipments, occasioned by the longshoremen's strike, is not expected to have any material effect on the total shipments of the season. Already the crowded harbors along the lower lakes are being well cleared and in the probable absence of further troubles with labor on the lakes shipments will proceed at an enormous rate. The amount of ore on dock May 1, 1906, was 1,791,090 tons, the smallest tonnage on dock May 1 since 1900. The total amount of ore moved over Lake Erie docks from furnaces in the full year ending May 1, 1906, was 28,984,358 tons against 20,057,070 tons for the preceding year.

British Columbia Trade News

Vancouver, B.C., May 11, 1906.

The lumber manufacturers continue to print revised price lists, the last being issued May 3rd. There has been some alteration or increase in list prices nearly every month this year, and from all indications, the inclination of the millmen is to tilt the limit a bit further yet. The unprecedented demand for lumber in the Canadian Northwest, the scarcity and high price of logs, which have continued to go up instead of fall in the market, and the big California demand as a result of the San Francisco disaster have all been factors in causing the market to increase. The possibility of competition from Washington mills in the Northwest is very much less this year, as lumber demand is just as keen in the U.S. markets as it is in Canada.

Logs are now quoted from $8 to $12 per thousand, which is a higher price, even, than prevailed in the early part of the season. Usually the price of logs goes down as the season advances, because the fine weather permits of camps being operated to the full extent. This year no considerations seem to have any bearing on price.

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The British steamer Chiswick is loading lumber at B.C. ports this week for the United Kingdom. She completed taking one and a half million feet at Hastings mill, Vancouver, and is now at Chemainus, Vancouver Island, where she will take on another one and a half million feet. This three million cargo is one of the largest lumber cargoes ever taken from B.C. ports.

British ship Beacon Rock, with cargo of hardware, glass and cast iron pipe from Liverpool for B.C. ports is discharging at Vancouver this week. Through damage received in a storm in the South Atlantic, the Beacon Rock had to put into Port Stanley, Falkland Islands, for repairs. It took over ten months to complete the voyage, the vessel having sailed from Liverpool in June of last year. The metals included in the ship's cargo, especially bar iron and steel, etc., are worth a good deal more money to-day than when the shipments were made.

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Shipments of tinplate and cannery supplies for up-coast canneries are very active at present, every vessel in the coastwise service taking out full cargoes each trip. The Venture this week took over 400 tons of freight from Victoria and Vancouver, included in which was 100 tons of tinplate for Skeena river and Rivers Inlet.

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Boundary mines and smelters handled 430,000 tons of ore for the first four months of the year. The Granby smelter, B.C. smelter, and Dominion Copper Co.'s smelter, the three plants which reduce ores of the Boundary mines, have been working almost to full capacity all year. In coast mining, prospects are very good. The opening of the Portland canal mining district last year is to be followed by vigorous development this season. In Skeena river district, northern B.C., the Telkwa Valley is covered by mining locations, and one or two heavily capitalized syndicates are preparing to spend large sums of money to prove the extent of their holdings, which are in low-grade copper ore of promising character. One of these companies, the Telkwa Mining, Milling & Development Co., is prepared to build an 80 mile line of railway, if necessary, to bring its ores to the coast.

The Similkameen district is to have its two lines of railway, the C.P.R. Nicola branch, and the Great Northern's V. V. & E. extension from Midway, both completed and in operation this season. At present the greatest attention is being paid to the opening of farming lands by the building of this road, but the biggest development is bound to be in the placing of several valuable mining properties, notably the Nickel Plate, at Hedley, on the list of shipping mines.

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While railway construction has not yet reached this province in the same way that it has begun on the prairie portions and east to the Great Lakes, the fact that both the G.T.P. and the Canadian Northern are rushing work on construction in that part of the Dominion is having a marked effect on business. The demand for lumber for railway construction on the prairies has already been noted, and in this alone the province is benefiting. The indications that construction will not begin in this province this season on the G.T.P. have not deterred activity in movement to those portions of the province which railway construction will develop. The prospecting of B.C.'s undeveloped resources has never before been undertaken on the scale of this season's plans. When railway building begins the advance here will quite equal the wonderful progress being made in the new provinces of the Canadian Northwest.

* * *

The return of Mr. J. Buntzen, managing director of the B.C. Electric Railway Co., from England, where he has spent the Winter, is marked by many announcements of electric development and extension. The B.C. Electric Railway Co. owns and operates all the electric railways in the coast cities and also owns the Vancouver Power Co., a subsidiary concern operating a water power plant for the generation of electric energy. The announcements made include extensions in the city of Vancouver as well as in North Vancouver, where the company has lines now under construction. The most interesting announcements have to do with development of rural electric lines, mainly in the lower Fraser Valley. Here it is the intention to extend a line on the south side of the Fraser river from New Westminster to the Gulf of Georgia, crossing the rural district of Delta and reaching the town of Ladner. A ferry service is to be placed across the Fraser river connecting Ladner with Steveston on the north side of the river, which point is already reached from Vancouver by the B.C. Electric Railway Co.'s Lulu Island line. This will make a complete circuit, as the first urban line, that from Vancouver to New Westminster has been operated for years. Another line is to be run from New Westminster to Port Moody, the old terminus of the C.P.R. at the head of Burrard Inlet. The statement has also been made that the C.P.R. will arrange with the B.C. Electric Railway to operate the New Westminster branch now run by steam from Coquitlam Junction to the Royal City, and that the projected Port Moody line will be finally extended into Vancouver.

On the south side of the Fraser river the C.P.R. now owns a charter for an electric line to Chilliwack, some seventy miles up the river, while the Great Northern has also a charter in the same locality on which the V.V. & E. Railway is said to be intending immediate construction. The fact that the B.C. Electric Railway has already under lease the Lulu Island line of the C.P.R. is given as base from which the statement is made that the C.P.R.'s Chilliwack electric line is to be constructed and operated by the former company.

The Stave Lake Power Co., now controlled by Hill interests, is being developed this Spring, and it is said the Hill connections in the lower mainland are to be operated by electric power generated at Stave Lake.

Hardware and Metal Conditions in Manitoba.

MarAet quotations corrected by telegraph up to 12 a.m. Friday, May 18, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Prices are steady this week, there being no quotable changes of any importance. Solder is very firm at the recent advance owing to the high price and scarcity of tin. If these conditions continue, higher prices for tinware are predicted.

SCREEN WIRE CLOTH — Quoted at $1.55 per 100 square feet.

LANTERNS—The lantern market is still uncertain, but as sales at this season are not large, the trade are showing little interest. Quotations are as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE—Prices are steady. We quote: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—Revised list and discounts are now as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS—Discountts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS — The discounts from list prices are 45 and 5 p.c.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—The list on "Irwin" auger bits is now the same as on common bits. Discount on "Irwin" is 47½ per cent., and on the common bits 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES — The price is now 1¾c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 p.c.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—As noted last week, the price has been advanced $3 per dozen. We quote: Royal Canadian, $33; R.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—As noted last week, the price has been advanced to 25c. per lb., and this quotation is firmly maintained owing to the high price of tin. Block tin is quoted at 45c. per lb.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Price has been reduced ½c. per lb. Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC. — We quote as follows: Cartridges, Dominion R.F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33½; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.00; chilled, $7.50; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—We quote: Bar iron (basis), $2.70; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The price is steady at the recent advance to $5.00 per cwt. for small lots, with a reduction of 25c. per cwt. on ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are steady. We quote: Silver Star, per gal., 21½c.; Sunlight, 22½c.; Eocene, 24½c.; Pennoline, 25½c.; Crystal Spray, 24½c.; Silver Light, 22½c.; Gasoline, 70-72 (engine), 25½c.; in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —Linseed oil is steady since the recent reduction. We quote: White lead, pure, $6.75; bladder putty, in bbls., 2 1-2c.; in kegs, 2 3-4c.; turpentine, pure, in barrels, $1.07; less than barrel lots, $1.12; linsed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote : 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75;91 to 95,

New Brunswick Trade News

Halifax, N.S., May 15.

The hardware trade is very quiet at present, the Spring rush being pretty well over, and orders are now coming in very slowly. Collections continue good. Prices are firm in all lines. The sales of tin plate, barbed and plain wire and sheathing have been very heavy this season. Glass is now in good demand and is expected to continue, as building operations promise to be brisk. Jobbers decline to quote prices on glass, owing, they say, to the unsettled condition of the market. Zinc is quoted at 7 3-4c. for casks, and 8 1-4c. for smaller lots. Tin plates IX charcoal are $5.00 to $5.25; I.C. charcoal, $4.25 to $4.50; I.C. coke, $3.85 to $4.00. Ingot tin is very firm at 44c.,a nd bar iron is worth $2.25 for medium quanitites. Black sheet iron is selling at $2.40 for 24 guage. Nails are the same, $2.25 for wire and $2.40 for cut, base. The price of galvanized iron ranges from $4.00 to $4.25. Pig lead is $5.50; sheet lead, $5.75, in rolls, and $6.25 in smaller quantities. Cement is $2.15; turpentine, $1.10; raw oil, 60c., and boiled 63c., in barrel lots. C ordage and white cord are very steady.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport. Emlyn Engineering Works NEWPORT, MON., ENGLAND

RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

MUNRO WIRE WORKS, Limited

NEW GLASGOW, N S., AND WINNIPEG, MAN.

E-Z FLOOR STAIN

BEAUTIFIES YOUR FLOORS AND MAKES OLD FURNITURE NEW

EASY TO APPLY. QUICK TO DRY.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON WINNIPEG

We Manufacture in Winnipeg :

Metal Shingles, Sidings and Ceilings, Corrugated and Plain Round Conductor and Eavetroughs in 10 ft. lengths, Metal Windows, Cornices, Skylights.

WINNIPEG CEILING & ROOFING CO., - - Foot Scott St., Fort Rouge

TELEPHONE 2845

PILKINGTON BROS., LIMITED

(WORKS : ST. HELENS, ENGLAND)

BRITISH PLATE AND WINDOW GLASS

Wired Rolled — ALSO — Wired Polished Plate — Prismatic Glass

Figured, Rolled and Cathedral — Rolled Glass

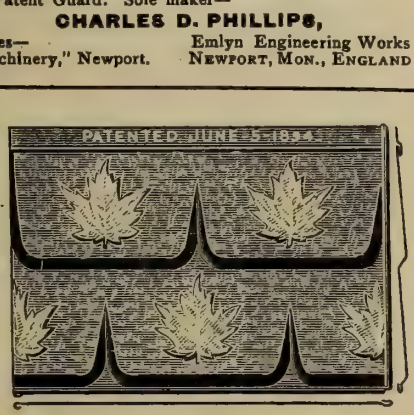
Muffled, Obscured and Enamelled Glass — Plain and Bevelled Mirrors, etc.

Prices on application. FULL STOCK IN OUR WINNIPEG WAREHOUSE.

OFFICE AND WAREHOUSE: 157 MARKET ST., - - - WINNIPEG, MAN.

P.O. Box 164. Telephone 3271.

Also Montreal, Toronto and Vancouver



THE CEILING —— THE ORDER

People who want secure, sanitary homes cannot be talked out of getting

METAL CEILINGS

Hardwaremen who keep in touch with their customers, and our **Ceiling**, cannot be euchred out of their orders.

But you must have the ceiling in stock if you want to talk business.

You can get Samples and Prices.

METAL SHINGLE & SIDING CO., Limited

PRESTON, ONTARIO

EFFECTIVE ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

HINTS.

In your newspaper ads., circulars, etc., give lawn goods great prominence.

If your stock is going slow try some of the "schemes" to be found on this page. They have all been worked successfully by many dealers. Also try specialty advertising after the style shown on this page.

In general ads. don't forget to bring to the fore smallwares, even though there may be no particular demand for them. But with seasonable goods you should strike while the iron is hot. Quick turnover is ideal retailing. And that can only be secured by aid of the press and the various trade-tempters proven to be workable and not expensive.

TRADE-TEMPTERS.

Here's the way a Texas hardwareman announced his clearance sale: "Free balloon ascension! Boys! Girls! You'll have to hurry. On the opening day, and on each Saturday of our sale, at 12.15 p.m., we will send up a number of balloons from the street in front of our store. To each balloon will be attached a tag calling for some article of value out of our store. The person returning the tag gets the article free."

* * *

The following suggestions have been tried by a Canadian dealer and found to be successful:

"An hour's sale! Tag several articles in the store after the following style: 'The price of this lamp is now ninety-five cents. Next Saturday from 10 to 11 o'clock we will sell it for sixty-five cents.'"

"These china dishes are now selling for fifteen cents each. On Saturday at 10 o'clock the price will be only nine cents. No more than six to a customer."

"Fill a window with certain articles and have a sign reading: 'You certainly get your money's worth when you get one of these articles for thirty cents. We're selling them just now for twenty cents.'"

* * *

Here is how an Ohio man does it: "Girls, just look this kitchen shower over and see if you would not like one. It will be free to the bride, so get busy. Twelve useful articles for the asking. Boys, why don't you get busy also? Just think what you get thrown in with the license—enough cooking utensils to go housekeeping free! Just let us know who the girl is and we will send the articles to her. Remember, they don't cost you one cent."

D. A. Singleton, who runs a big store in Lufkin, Texas, inaugurated a new scheme in special sales—he had a "pay-day" sale, running one week each month, following pay day. He advertised the sales by means of large circulars.

* * *

A Wisconsin merchant took a number of low flat baskets and filled them with durable heavy goods, such as egg beaters, iron spoons, etc., and set them in conspicuous places on the floor with cards worded "Don't fall over these." "They are as cheap as dirt under your feet—at five cents." "Never before have we offered such low prices. Look down on these and buy." "You can't stumble on such like bargains every day."

Why You Should Buy Your Wares From Me

You haven't ordered your Lawn Mower yet, irrespective of the fact that the "good" ones are going. I want your

LAWN MOWER

order, and here are my arguments:

"I carry guaranteed machines.

"The prices are extra low because I bought to advantage.

"My machines are made with interchangeable parts; thus are easily repaired."

Call or 'phone ——

J. E. HORNBY
EXETER.

HARDWARE ADVERTISING.

There are a great many hardware dealers who do not use advertising space, and interviewing these I have found them to be divided into two classes. One class does not believe it pays to advertise their line. They seem to think people know everything they carry and when needing anything in their line will come to their store for it.

It is true a majority of the people know that stoves, stove pipe, door hinges, nails, etc., can be found in a hardware store. But the progressive store of to-day carries numerous articles which a great many people do not know where to find.

Prior to commencing work in the advertising field, I was employed in a retail grocery, clothing and dry goods store and was often requested by lady customers to direct them to some store where they could purchase such articles as agate, iron and tinware, tack pullers and hammers, shelf brackets, tacks, zincs, etc. The greater part of such requests were from women, who, evidently, had never been obliged to investigate such matters, hence their ignorance in this respect.

The dealer who advertises continually, changing his copy often and telling of the seasonable goods he has in stock, and occasionally mentioning the little articles, such as brackets, tack pullers, etc., will bring these and other people to his store and will carry the trade of the town.

The other class are the dealers who believe that advertising pays when it is properly done, but do not know how to go about it.

The ad. of a few inches space that does pay is the one that specializes on one or two articles. Such ads. tell the most superior, useful, needful and desirable qualities of the article in question. These ads. convince the people that they need the article described, the result is, they visit the store that advertises the goods and sales begin.

Your customers prove live advertisements and you need not run same copy more than twice, but change and tell them of something else you have that they need and will want. There is not an article in any store that could not be advertised this way, and it is the only way to do when but a few inches space is used.

Here is the whole thing in a few words. Use space sufficient to allow a good description of each article, write this description in a live and convincing manner. Change copy often, give true value and you will receive good results from your advertising.—E. S. M.

SITUATION WANTED

THOROUGHLY energetic and experienced hardware clerk and office man, reliable, trustworthy. Competent as branch superintendent, or any position of trust. Ockenden, 122 McGill St., Toronto. (23)

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Moffat's Stoves.

The Moffat Stove Company, Weston, Ont., offer $1,000 for a Canada Steel Range that will not operate successfully in the open air with six lengths of stove pipe. Their circulars tell all about it and will be sent upon application.

Martin-Senour Paints.

The Martin-Senour Co., 142-144 Inspector street, Montreal, are keeping right up-to-date with their usual range of paints, stains and all kinds of home beautifiers, and look for another big year. Their illustrated catalogue fully describes their several brands, and at this time of the year will be acceptable to all hardwaremen. Sent on request.

Key Catalogue.

A special key catalogue has been got out by John Millen & Sons, of Montreal and Toronto, which shows a wonderful array of keys. Their catalogue of bicycles, tires, tools and sporting goods is equally interesting, and will be sent to dealers asking for it.

Blue Flame Stoves.

The standard wickless blue flame oil and gasoline stoves manufactured by the Thos. Davidson Mfg. Co., of Montreal and Winnipeg, are meeting with well merited success and are the subject of many inquiries. All information about them will be readily given by the manufacturers.

Atkins' Saws.

The Universal Time Book and Hand Saw Booklet fully illustrate the saws made by E. C. Atkins & Co., of Indianapolis, Ind. These saws have made a good reputation for themselves in Canada, and those dealers who are without a catalogue should drop a line for one.

Hanson Refrigerators.

J. H. Hanson, of 422-424 St. Paul street, Montreal, are making a nice line of refrigerators in ash and oak, lined with galvanized iron and vitrified enamel. These goods will soon be wanted now, and the manufacturers will be glad to send descriptive catalogues.

Galt Metal Shingles.

A card from dealers will bring the Galt Art Metal Company's catalogue, which contains a complete range of steel shingles, ceiling and wall plate in the newest designs. A lot of these goods will be used this year, and this catalogue has some very helpful suggestions to aid in choosing a design.

good roofing

"Eastlake" Metallic Shingles will surely interest your neighbor who has just had the wood shingles on his roof ripped off by lightning.

No wise man will ever want to use wood shingles again when the lightning, fire, rust and storm resisting qualities of "Eastlake" Metallic Shingles are once made evident to him.

All around you new buildings are going up and old ones being repaired. Why let other dealers supply the shingles, etc., when the trade, at a good profit, is yours if you will go after it and show people who have given the matter little thought, the advantages of "Metallic" building materials over wood?

OUR NEW $10,000 CATALOGUE We have just issued the most complete Catalogue ever offered to the Metal Trade. It is a veritable encyclopædia of all that's practical and beautiful in the Art Manipulation of Sheet Metal. Book contains 440 pages, superbly bound and illustrated. We send it free upon request, to any builder, contractor or dealer of responsibility.

THE METALLIC ROOFING CO.
OF CANADA, Limited
(Established Twenty Years)
Toronto and Winnipeg

We also manufacture:
"Metallic" Ceilings and Wall Plates
"Metallic" Cornices, Skylights and Ventilators
"Metallic" Sheet Metal Fronts
"Metallic" Siding (Stone, Brick, etc.)
"Impervia" Fireproof Windows
"Empire" Metallic Shingles
"Metallic" Crestings and Finials
"Metallic" Corrugated Iron
"Hayes" Metallic Lathing.
"Metallic" Eavetrough and Conductor Pipe
"Metallic" Pressed Zinc Ornaments
"Richardson's" Pressed Metal Doors and Sheet Metal Building Materials of every description. 401

Garden Tools.

The Canadian Shovel and Tool Co., of Hamilton, are having a large trade in their garden tools, post-hole diggers, spades, etc., and illustrate very fully in their catalogue their different manufactures. These are seasonable goods, and a copy of this catalogue can be had by dropping a line.

Table Cutlery.

An illustrated catalogue of table cutlery, silverware, etc., showing the different lines manufactured by the Ontario Silver Co., of Niagara Falls, will be sent to dealers making a request for it. These are always seasonable articles, and this catalogue will be of interest to all hardwaremen.

Sporting Goods.

The Fancy Goods Company of Canada, 156 Front street west, Toronto, have got out a new catalogue of Victor sporting goods which contains a complete line of balls, bats, fencing goods, etc. The season for these goods is about open, and this catalogue, which will be sent upon request, shows some good things.

Builders' Hardware.

A catalogue and price list of builders' hardware from William Newman & Sons, Hospital street, Birmingham, has reached Hardware and Metal. Their particular lines are springs, hinges, fanlight openers and similar lines pertaining to doors and windows.

Cobalt Maps.

The Canadian Fairbanks Company, Montreal, have gotten out a map of Cobalt District showing the general lay-out of the district, including townships, waterways, railways, etc. The map is clear and distinct, and accompanying it are cuts of mining machinery and supplies. Those desiring a copy may have one on application.

Our Letter Box.

Straw Board Tubes.

The Brantford Roofing Company ask: "Can you give us the address of a firm in Toronto who manufacture "straw board tubes" with a spun top and bottom, it serves as a bottom and top, 3 in. diameter x 2 in. high, then, 3 in. x 4 in., 3 in. x 5 in., 3 in. x 8 in., 3 in. x 10 in. These are made of the commonest "straw board paper."

Note.—The Dominion Paper Box Company, King street west, Toronto, manufacture this class of goods.—Editor.

* * *

Roofing Manufacturers.

J. H. Worsell, Goderich, writes: As I desire to get samples and prices of ready roofing, I would be pleased if you would send me the names of firms who handle the different makes of roofing in Canada.

Note.—The Paterson Roofing Company, Toronto; Lockerby & McComb, Montreal, and the Brantford Roofing Company, Brantford, can supply the goods required.—Editor.

THE IMPENDING EXHAUSTION OF THE WORLD'S IRON SUPPLY.

Several months ago the chief of the Swedish geological survey, in pursuance of a resolution adopted by the Swedish parliament, prepared a report showing the extent of the known deposits of iron in the world, and the rate at which such deposits are being consumed. While there has been some dissension as to the exactness of certain details contained in the report, it may be accepted as a substantially accurate investigation of a subject of vital importance to the world. Most disquieting in this report is the conclusion that we are likely to run short of iron within a single century if the present consumption is maintained.

According to the Scientific American the world has only 10,000,000,000 tons of iron ore available. Of these Germany has twice as many tons as the United States. Russia and France each have 400,000,000 tons more than this country. Our annual consumption of iron is placed at 35,000,000 tons, which is more than a third of the world's total consumption.

The efficient consul-general of the United States at Paris, Mr. F. Mason, has analyzed with considerable astuteness the problems involved in this threatened industrial catastrophe. From an elaborate report of his we abstract the following facts:

It is well known that the high-class ores of the lake district in America will, at the present rate of consumption, be exhausted within less than fifty years. Inasmuch, therefore, as the United States possess but about one-ninth of the world's ore deposit and yet consumes more than one-third of the total annual output from all countries, the conclusion is direct and unavoidable that the future economic policy of American iron masters should be to secure by all practical means, the largest possible ore supply from the mines of other countries. How can this be most economically and effectively accomplished?

The problem is largely one of transportation, in which the item of marine freight rates plays a dominant part. An economic long-distance ocean rate for heavy, low-class merchandise, involves necessarily two conditions, viz., vessels specially adapted to the trade, and return freights that will bear an equal or higher charge for transportation. The ship that brings ore from Spain, Sweden and other European countries to the United States, must have each trip an eastward-bound cargo that will be more than ballast and yield a regular and definite profit. There is but one material which will meet the requirements of the case, and that is coal.

It is in respect of quantity and quality of coal supply that the advantage of North America over European countries is decisive and overwhelming. Whatever may be the facts concerning ores, the known coal measures of the United States render their fuel supply secure, abundant, and of excellent quality for centuries to come. There are hundreds of thousands of acres of gas and coking coals of high quality in the Appalachian region—to say nothing of other fields—which have as yet been hardly scratched by the pick and drill of the miner. New coal deposits of greater or less extent and value are being discovered from year to year. With what is now known the present enormous annual output of 280,000,000 tons of bituminous coal can be maintained for hundreds of years without exhausting the available supply. In Europe, on the contrary, the years of adequate coal provision are definitely numbered. In England experts estimate the duration of the workable coal measures to be from sixty to one hundred years. Germany has a somewhat longer lease of industrial life dependent on coal supply, but already the subject is so acute that a heavy contract for the delivery of German coal to France, for iron and steel works, is understood to have been cancelled recently at heavy loss to the sellers, because, it is definitely understood, the imperial government objected to the depletion of the national coal supply for the benefit of neighboring countries. France has native coal for a generation or more, but the mines are deepening, the cost of production is gradually increasing, and economists are looking with growing apprehension to the future. Twenty-five or at most thirty years hence, the question of an adequate fuel supply will be a serious problem for France.

In 1903 France consumed 42,694,100 tons of coal, of which 34,217,661 tons were the product of French mines, while the remaining 8,476,439 tons were imported. Cardiff and Belgium coals are delivered at Havre at prices varying, in ordinary seasons, from $4.63 to $5.21 per ton. This is the competition which American coal would have to meet, since from that port of debarkation, common to all imported coals, the costs of duty and freightage to the interior would be the same.

The railway freight rate on coal from Havre to Paris is 70 francs per carload of 10 tons, or $1.35 per ton for a haul of 143 miles. The rate by the River Seine, which is open to navigation practically the entire year, is from $1.05 to $1.10 per ton. Add to this the import duty of 26 cents and it will be seen that the Belgian and Welsh coals can be landed in ordinary times at the docks outside the walls of Paris for about $6.36 to $6.50 per ton. The wholesale price charged by importers to local dealers for bituminous coal is at present slightly more than $10 per ton. Is there not in the margin of $3.50 and $3.64 between these figures an opportunity for American coal, provided the whole transaction, including mining, railway and ocean transportation, and transhipment at seaports, is so organized and managed as to develop a large trade and reduce expenses per ton to a minimum? In other words, can American bituminous coals of the grades adapted to gas manufacture, domestic use, and general industrial purposes, be delivered in large quantities at Havre for a cost not exceeding $5 per ton.

It remains to consider the correlation between these conditions and the future ore supply of the United States and certain European countries, as described in the first section of the present report. Coal imported into France pays a duty of 26 cents per metric ton. In respect to duty, freight up the Seine to Paris, and other charges American coal would be on the same basis as Belgian and British coals, which come into France principally by that route.

The demand for foreign coal will increase with the gradual exhaustion of the French mines, and the consumption will be augmented in proportion to whatever reduction can in future be made in the present high cost of fuel. There are millions of tons of good coking and gas coals in the Allegheny and Cumberland districts of the United States which can be produced with profit at the mouth of the mine for an average price of $1 to $1.25 per ton. When the railroads now projected or under construction are finished and in operation it should be possible to carry such coals to tide water for a freight rate not much, if anything, in excess of $1 per ton.

When in 1902 the project of exporting American coal to Europe was actively discussed, it was the consensus of expert opinion that the successful development of such a trade would require the construction of a special class of vessels which would do for the ocean-going coal traffic what they had done for the ore and coal trade of the Great Lakes, namely, steel barges of 10,000 tons burden, stanchly built, with quarters for a crew of ten to fifteen men, and engine power sufficient for a speed of 8 or 10 knots per hour, which would give steerageway sufficient for safe handling in all weathers. Given a fleet of vessels, with loading docks for coal along the Chesapeake Bay or Atlantic coast, and a reliable return freight, and the problem of a large and expanding coal export to Europe, which depends primarily on an ocean freight rate not exceeding $1.25 to $1.50 per ton, would be practically solved.

As return freights, the potash minerals of Germany have been suggested, but they are limited in quantity and restricted by various conditions, so that there remains but one available resource, and that is iron ores of Spain, Finland, and the Scandinavian Peninsula, three countries which, together, now mine about 14,000,000 tons per annum, but which, for want of cheap and abundant fuel, smelt not more than one-third or one-fourth of that amount. The time will doubtless come when most, if not all, European countries will prohibit the export of native coal, except to their own colonies. The imported fuel supplies of France, Italy, Spain and Scandinavia will then have to come mainly from beyond the Atlantic.

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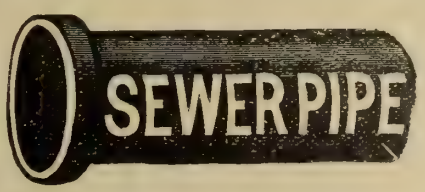
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PAINT, OIL AND BRUSH TRADES

THE NAVAL STORES WAR IN 1905

The following extracts from an article in the Cotton Trade Journal throw considerable light on the influences operating to enhance the prices of turpentine and rosin in recent years. Buyers and users of these goods will be interested in securing even a partial inside view of this phase of the market conditions in the south. The Cotton Trade Journal says:

With industrial as in national affairs it appears at times great questions can be settled alone by conflict. One side claims rights, another feels it is imposed upon, matters reach disputation and then nothing short of a Macduff lay on suffices the side disposed to aggress. The naval stores trade ended the old season after one of the hardest fought industrial battles of the year in this country for control of selling to consumers. Reference to this contest in a general way is an important feature of the year's review.

It became a question as to who should continue to distribute turpentine and rosins, and this alone was the point to be decided by the struggle when the issue was finally joined. The naval stores war started and closed and is now fast becoming a business incident of history with little to tell what the lasting result is to be further than that it strengthens the position of those then and still in control of distributing.

Spencer P. Shotter heads the S. P. Shotter Company, which has for a number of years controlled the distribution of American naval stores. He works with brain, men and money—not with speech. About the place from which he manages the handling of naval stores prevails an impenetrable, sphinx-like silence, from which no flag floats, no word comes, no advice is given nor counsel sought. Loyalty from those within is not expected; it is absolutely demanded. Organization with military rigidity is the Shotter way, with duty and silence the watchwords for all hands.

An ambitious person commands respect, for when gifted with brain and industry one is censured for failure to exercise both. Mr. Shotter was identified with naval stores at Wilmington, N.C., and went to Savannah when the industry was young, therefore growing up with it from its early stages. He was then as now an exporter, selling turpentine and rosins to consumers in this country and exporting to the consumers of Europe. Reference to his operations is needless further than that he soon developed his business to an extent which enabled him to influence the Savannah market, which is the basis for transactions the world over. When the Savannah market is established all others fall into line with the stuff tendered at the ports changing hands at flat Savannah prices, or on such terms, with this market as the basis, as are agreed upon by the parties. Mr. Shotter soon had such control of the Savannah market by the simple reason of his operating upon a larger scale than all others combined, that he could move it with facility. He moved it with sales. He worked, he hustled over this country and to Europe in person, saw consumers, interested them in his business as customers, consequently got orders for naval stores which enabled him to figure in the market. And here it is proper to add, whatever may be said to the contrary, that the turpentine operator owes much to Spencer P. Shotter for the markets he has opened up and the outlets found by him individually for their products.

Surprise went through the Savannah naval stores market one day when Mr. Shotter proposed to take all the turpentine and rosins received at the closed ports by the factors for that season at Savannah prices the day of receipt. This was a big undertaking. It meant the handling of immense supplies. It also meant Mr. Shotter had built up a large trade, knew his requirements and the demand. He complied with his contract to the letter, took all tenders, and the season passed off smoothly, though with mutterings from factors that the market was being manipulated. The next season the same proposition was made, and again factors agreed to turn over to Mr. Shotter their receipts at the closed ports at flat Savannah prices. At the beginning of the season just closed another proposition came from Mr. Shotter, but he drafted an objectionable contract. It was thought the objections

(Continued on page 62.)

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Anchor and English Liquid House Paints

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We then await your decision with an **even mind.**

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PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 18, 1906.

Two notable drops have taken place in the home market. Free deliveries have occasioned a drop of two cents in linseed oil. Turpentine is also being shipped more freely from the producers in southern points and prices have sagged materially.

In general lines of paints there is a good demand and values are well maintained. The call for liquid paints has been termed phenomenal. The fine weather which has kept up for two or three days has helped to make the demand almost unprecedented. The increase in call for coach and car paints is notable. The demand for varnish has so taxed the manufacturers that one firm manager said the goods were "matured and ripened" before shipment. Putty is quiet. Dry colors are also quiet. Oil stains and dry colors are sharing in the little boom which now exists in the paint trade.

TURPENTINE — The local market shows a very brisk demand, which keeps pace with that for all paint materials. We quote: Single barrels, 95c. per gallon; two barrels or over, 93c. per gallon; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

LINSEED OIL—We quote: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 57c. to 58c.

GROUND WHITE LEAD — We give prices as follows: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC — We quote as follows: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5½c. to 6½c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD—Prices are firmly held as follows: Genuine red lead in casks, $5.75; in 100-lb. kegs, $6; in less quantities at the rate of $6.75 per 100 lbs.; No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

GUM SHELLAC — We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The market is firm at following prices: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—Prices are quoted tentatively and are subject to change. We quote as follows: Barrels, 600 lbs., 19¼c. per lb.; kegs, 250 lbs., 19½c. per lb.; 50-lb. drums, 20c. per lb.; 25-lb. drums, 20½c. per lb.; 1-lb. pkts., 100 lbs. in case, 21c. per lb.; 1-lb. pkts., 50 lbs. in case, 21½c. per lb.; ½-lb. pkts., 100 lbs. in case, 23c. per lb.; 1-lb. tins, 100 lbs. in case, 22c. per lb. Terms 2 per cent. 30 days.

GASOLINE—Price has risen of late, and ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at the advanced price of 24c. in bbls.

WINDOW GLASS — No change has taken place in the market and none is likely until some shipments arrive from the Old Country. We quote: First break, 50 feet, $2.10; second break, $2.20; first break, 100 feet, $4; second break, $4.20; third break, 100 feet, $4.75; fourth break, 100 feet, $5; fifth break, 100 feet, $5.25; sixth break, 100 feet, $5.75; seventh break, 100 feet, $6.25; eighth break, 100 feet, $6.50. Diamond star, first break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second do., $4.80; third do., $5.75; fourth do., $6.50; fifth do., $7.50; sixth do., $8, and seventh do., $9. Double thick, first break, 50 feet, $3.45; second break, $3.75; first break, 100 feet, $6.75; second do., $7.25; third do., $8.75; fourth do., $10; fifth do., $11.50; sixth do., $12.50; seventh do., $14; eighth do., $16.50; ninth do., $18; tenth do., $20; eleventh do., $24; and twelfth do., $28.50.

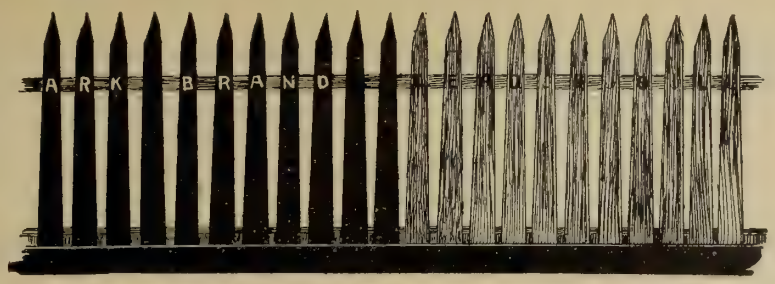
TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 18, 1906.

Turpentine in the south shows an easier market, but not to the extent of any price changes here. Resins have been changed a little, pale resin dropping 25c. and dark resin going up 25c.

Linseed oil keeps steady at the same price as quoted last week and just at present there is no feature that would indicate a change either way.

White lead is still a somewhat scarce



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When the fence, the barn, the house or the floor is painted with

ARK BRAND

it is painted satisfactorily. "Ark Brand" Paint being honestly made, gives honest results. "Ark Brand" Paint being properly made, gives proper results. The user gets Quantity, Quality, Price. You get P-R-O-F-I-T.

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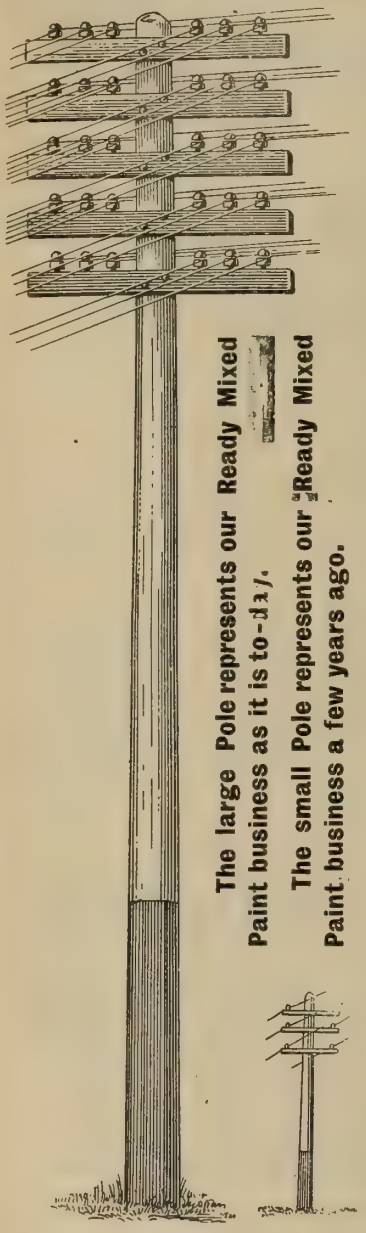
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article but prices have not been changed further.

Ready mixed paints are the feature of business since the weather has become more settled, and warmer, and all lines of interior wall coverings are equally brisk.

WHITE LEAD — Ex Toronto, pure white, $6.30; No. 1, $5.92½c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 560 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7½c.; No. 1, in casks, 6c.; in 100 lbs., 6½c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12½ lbs., 8½c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN—Prices have been withdrawn owing to recent advances.

SHELLAC VARNISH — Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 59c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 62c.; 5 to 9 barrels, 61c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE — Single barrel lots, 96c. to 98c. f.o.b. point of shipment, net 30 days. For less quantities than barrels, $1.03 per gallon will be charged.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11½c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11½c; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS — Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 8½c to 9c. per lb., and 10c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM—Prices continue unchanges. We quote: Canadian, $1.36; Pennsylvania, $1.61; Ohio, 94c.

THE NAVAL STORES WAR IN 1905

(*Continued from page 58.*)

could be settled and an agreement reached, and for this purpose, somehow, a conference was arranged, attended by Spencer P. Shotter on the one hand and a large number of leading factors of Savannah on the other.

As a result of the conditions created at the conference, the nucleus of the Naval Stores Export Co., with a capital of $1,000,000, was formed. The factors said they would combine and control naval stores distributing themselves. That the industry had been dominated long enough was a slogan to which all rallied enthusiastically. The factors, actuated by a desire for protection against what they regarded as undue and overbearing domination, went into the new company, and this soon interested the operators, who also subscribed liberally toward its capltal stock, which was readily taken. Walter F. Coachman was made president by the unanimous insistence of all concerned. He was the man for the place, they said, and the work is understood to have been almost thrust upon him. In anticipating this narrative to state he failed in what he undertook and that the Naval Stores Export Co. later went into liquidation, it is excusable to state that disgust cannot be too severely expressed for those who patted Mr. Coachman on the back into the fight, then when he used his best energies and lost, they deserted and criticised his course.

Mr. Coachman's idea was, briefly stated, to bring producer and consumer into closer relations. He started with the sympathies of the operators with him, therefore it was supposed he would control the output. He put his company straightway into Mr. Shotter's shoes at the closed ports as to both turpentine and rosins, taking these at flat Savannah prices. Mr. Coachman was taking the stuff down at Jacksonville and at all other closed ports, while Mr. Shotter was at his desk in Savannah running that market and fixing the prices for Mr. Coachman to pay. Mr. Shotter ran turpentine away up—so high, in fact, that it looked like the consumers might refuse to pay the price, either using substitutes, curtailing their requirements or doing something else. This might close the outlet and leave Mr. Coachman with a load. He accordingly started spirits to Savannah by trainloads, and when his stuff began to arrive, prices crumbled and an equilibrium was restored. There was a sharp break, during which it was rumored Mr. Coachman made a profitable turn for his company.

The fight went along for some time. Mr. Shotter was urging his men all over the world to work hard and along lines he indicated, acting under instructions from Savannah. The chief was at his desk directing the defence. For it must be understood that Mr. Shotter did not start the fight; he was on the defensive. The object was to put him out of business. No choice for him to take. He confronted either a fight or a retreat, and the latter is unknown to Spencer P. Shotter. For the part he took he could not be blamed and the operator cannot be incensed against him, for he could do nothing else than he did —fight.

Mr. Coachman soon began to get overstocked with rosins at fancy prices, and as his load grew the markets were closed to him in all conceivable ways. The other side centred their fire on that load of rosins—800,000 barrels, more or less. So keen did the competition become that following a Coachman agent another stepped in behind, "we undersell that man 10 cents a barrel, no odds what his price. This is a standing proposition from us. Whatever his price, do nothing

until you see us." The load at Jacksonville kept growing. Mr. Coachman, of course, kept borrowing. The banks at Jacksonville, some at Chicago, New York and abroad, had rosins hypothecated to them for loans. Then the proper means were devised to let the banks know that a terrific slump was imminent in rosins at Savannah. The market started down gradually, and as it did the banks called for more margins.

It's all over when the other man's weapon is the deadly margin call. Nothing has caused more financial wrecks, and once a business gets into that fix the time to capitulate is nearby. Senator Talliaferro, of Florida, first came to Savannah, supposedly to break the news, and was soon followed by Mr. Coachman, who after the conference is said to have emerged from Shotter's office with "his hat under his arm." Mr. Shotter made no boasts, gave out no interviews, but even made concessions to Mr. Coachman in the matter of maintaining prices. At one time Mr. Coachman, though playing the other man's game, had the whole exporting element uneasy, and they did not regret the termination of the contest.

The trade adjusted itself to the new order of things by the end of the season, with every prospect that the competition which existed may soon be forgotten. Neither home nor foreign marketing of these products has been seriously interfered with, and it appears that the operator, after all, has some things to regret as a result of it and others to appreciate.



OAK-CABINET

Given away FREE of charge with an order for six half-dozen Poc et Knives as illustrated above.

May be had through all leading wholesale hardware firms.



Roof Paints Mean Business

Have you a good line of Barn Paints?
Let us show you

Ramsay's Outside Paints

They sell at $1.00 a gallon, and that leaves you a handsame profit.

See our show card with our favorite Red No. 108—the correct thing for barns, roofs, bridges; also our Rubber Roofing Black.

See the price—see the profit.

Easy to sell—no unnecessary talk.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

HERE YOU ARE!

You have some slow-sellers in your store. Displace them! Get in a supply of

Brant-Lac
(A Varnish Wood-Stain)

Brantine Oil Finish
(An Interior Wood-Finish)

Ironite
(A Varnish Floor-Finish)

Turpentine Shellac
(A First-Coater)

These four lines SELL. They also give highest satisfaction. Prices should prove interesting.

SCARFE & CO., Manufacturers of Fine Varnishes, etc.

BRANTFORD, CANADA

Thomas Black, 76-82 Lombard St., **Winnipeg, Man.**

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Barber Asphalt Co. will establish a permanent works in Vancouver.

The output of copper ore from the Boundary Mines, B.C., has reached 430,243 tons this year.

The British Columbia Electric Railway Co. will extend their lighting system from Steveston to Ladnor.

A. McKay, of Seattle, is at the head of a company, who, it is reported, will build a glass manufacturing plant at New Westminster.

The Brantford Screw Works have secured a site in that city upon which they will build a new plant, provided a railway switch is put in.

The Rapid Tool Co., of Peterborough, which has been recently incorporated, expect to be in running shape by July 1st. They have made an agreement with the inventor of the Caldwell lightning auger bit to manufacture this bit in Canada, and will turn out 1,000 of them per day.

The new rubber cement factory of The Canadian Rubber Company, of Montreal, is now in full operation, and exclusive contracts for the supply of rubber cement have now been concluded with some of the principal footwear manufacturers of the Dominion. This industry promises to be a very important one, and the plant of The Canadian Rubber Company is equipped with all the latest appliances for the production of high grade cement.

It is pleasing to note the success of the council of the Board of Trade, of Montreal, in their efforts to increase the membership of the board. At the beginning of 1906 an alarming state of affairs was revealed when it was made known that the membership of the board had been declining almost steadily since 1887. A statement issued by the secretary on February 13 showed that the membership, which in 1887 was 1,362, had fallen to 976. It at once became apparent that something must be done to check this downward movement. The council took measures not only to stop the falling off, but also to increase the membership.

The success with which their efforts have met is illustrated by the fact that no less than one hundred and ten new members have been enrolled since the present council assumed office in February last. This makes the total membership nearly eleven hundred, which must be encouraging, not only to the council itself, but also to the members as a whole. It is the intention of the board to bring the membership up to the two thousand mark, and if the present good work is continued, which is to be hoped, their efforts will be crowned with success.

Companies Incorporated.

The powers of the Dominion Pressed Steel Co. have been extended to manufacture and deal in all articles capable of being made from pressed steel, and to manufacture and deal in wooden handles, bales, etc.

Findlay Bros. Co. have been incorporated under Ontario charter with a share capital of $200,000 for the purpose of manufacturing stoves, furnaces, ranges, etc. The provisional directors are: David Findlay, Wm. Findlay, and John Kirkpatrick, with head office at Carleton Place.

The Newbigging Cabinet Co. has been incorporated under Ontario charter with a share capital of $40,000 for the purpose of manufacturing house and store fittings in wood and metal. The provisional directors are: R. P. Newbigging, John Butterfield, and James Dickson, with head office at Hamilton.

The National Brass Manufacturing Co. has been incorporated under Ontario charter with a share capital of $100,000 for the purpose of manufacturing and dealing in brass and other metal goods. The provisional directors are: C. D. Fergusson, Joseph Grey, and E. J. Saunders, with head office at Toronto.

Jenkins Bros. have been incorporated under Dominion charter with a capital stock of $200,000 for the purpose of manufacturing and dealing in valves, lubricators, injectors, etc. The provisional directors are: A. B. Jenkins, F. T. Swain, E. Brady, H. D. Gordon, and W. R. Stewart, with chief place of business at Montreal.

The Automobile Company of Hamilton has been incorporated under Ontario charter with a share capital of $40,000 for the purpose of manufacturing and dealing in motor vehicles and supplies. The provisional directors are: W. R. Moore, H. H. Hodgson, W. M. Clendenning, S. D. Biggar, and John Jackson, with head office at Hamilton.

The Canada Iron and Foundry Co. has been incorporated under Dominion charter with a capital stock of $2,000,000 for the purpose of carrying on a general foundry and iron works. The provisional directors are: E. M. McDougall, T. J. Drummond, T. Brosseau, G. E. Drummond, F. G. O'Grady, R. J. Mercur, and J. A. Kilpatrick, with head office at Montreal.

The Montreal Reduction and Smelting Co. of Canada has been incorporated under Dominion charter with a capital stock of $2,000,000 for the purpose of carrying on a mining and smelting business. The provisional directors are: J.

B. E. Leonard, B. Burland, L. J. Cartier, A. Robert, A. Tremblay, P. Theriault, J. E. Theriault, O. Lemire, P. Tetrault, O. Theriault, J. M. Mitchell, J. H. Brown, O. Frechette, and E. L. Patenaude, with chief place of business at Montreal.

BUILDING NOTES.

Carlyle, Sask., will build a hospital.

Winnipeg will build a $10,000 fire hall in ward seven.

Oak River, Man., will build a school to cost $10,000.

Vancouver will build a new market to cost about $60,000.

W. F. Lee will build an apartment house in Winnipeg.

A new hotel called the Wascana will be erected at Regina.

Tenders will be asked shortly for new armories in Hamilton.

St. Ann's Congregation, Toronto, will erect a $35,000 church.

The Benwell Hotel, Brantford, will be enlarged and improved.

A large addition will be made to the Queen's Hotel, Montreal.

A $35,000 addition will be built to the Waldorf Hotel, Hamilton.

A new R.C. school will be erected at Edmonton to cost $45,000.

A. R. Garland, of St. Thomas, will build a store 32 x 100 feet.

Tenders will be called shortly for a new opera house for Berlin.

The Western Hardware Co. will erect a new warehouse in Regina.

Brantford has issued permits to the amount of $100,765 this year.

The Victor Beaudry Estate, Montreal, will erect a $30,000 building.

The Hotel Delmonico, Vancouver, will be enlarged at a cost of $40,000.

Fort William has issued building permits representing $90,000 this year.

The Berlin Interior Hardwood Co. are building a large addition to their plant.

The Vancouver Warehouses will erect a $70,000 bonded warehouse in that city.

The Dominion Express Co. will build an office and warehouse at Peterborough.

The City and District Bank will erect a building in Montreal to cost $30,000.

M. W. Stevens, St. Catharines, will put another story on the St. Catharines Hotel.

A building will be erected for the News-Advertiser, Vancouver, to cost $35,000.

W. J. Mackay, of Midale, Man., is erecting a warehouse for furniture and hardware.

The Dominion Automobile Co. will build a garage and sales building in Winnipeg.

The Toilet Supply Co., of Montreal, will erect a four story office building to cost $40,000.

The Northwest Commercial Travelers' Association will call for tenders for a building in Winnipeg.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

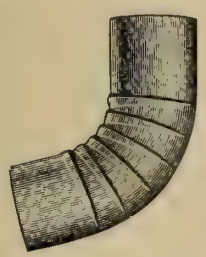
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

Start Right

Now is the time, with stock-taking over, to make your plans for a record-breaking season's trade for 1906.

You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

Better Write To-day.

Pease Foundry Co., Limited
TORONTO

Pease-Waldon Co., Limited
WINNIPEG

A permit has been issued in Toronto for an addition to the Grand Union Hotel, to cost $35,000.

A new separate school will be built at Hintonburg, Ont., to replace the school destroyed by fire.

The Ontario Public Works Department will build two cottages at the Epileptic Hospital, Woodstock.

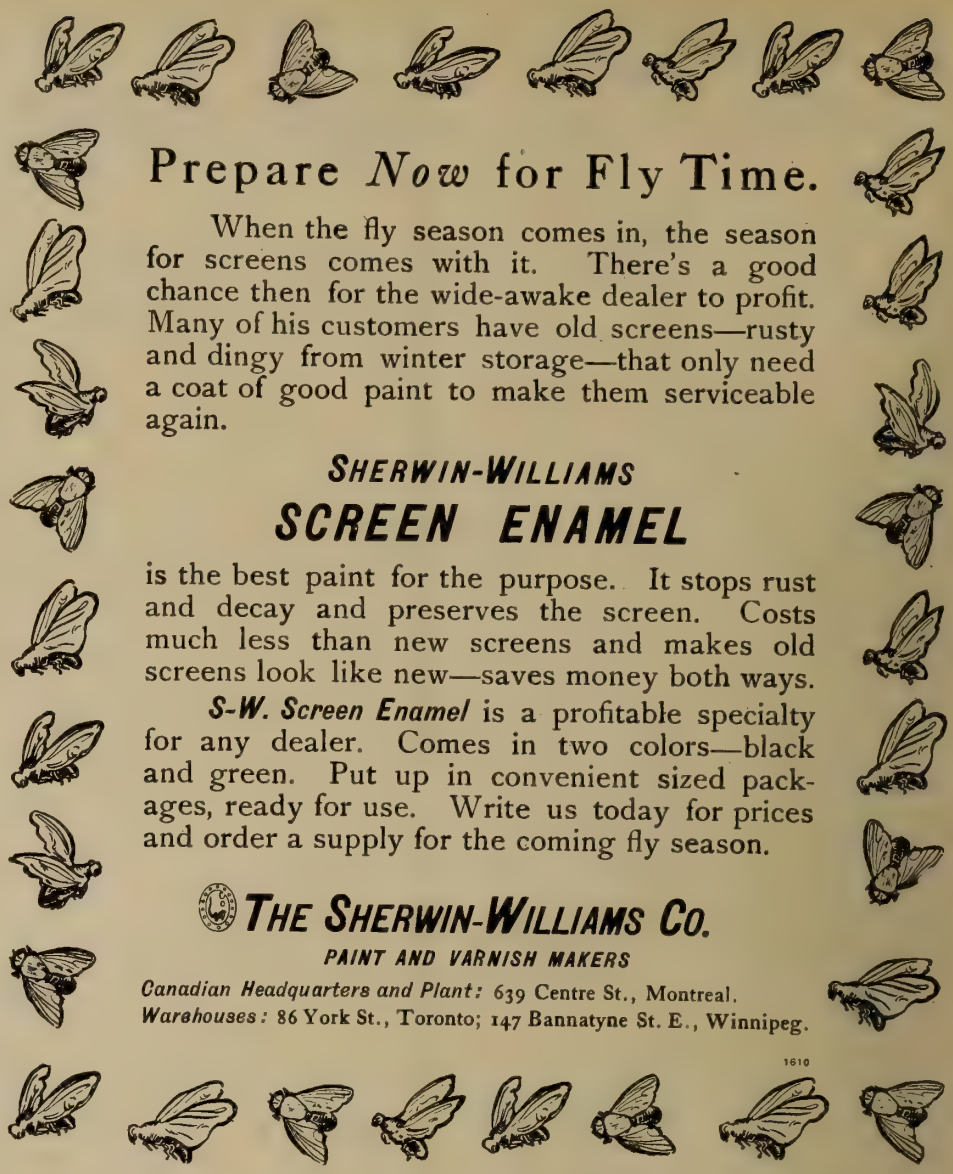
J. McDairmid & Co. have the contract for an 18 stall engine house at Broadview, Sask., to cost $60,000.

The Mount McKay brick and tile works of Fort William have been purchased by Geo. Alsip, a Winnipeg contractor.

THE SELF-MADE MAN.

Charles M. Schwab, the millionaire steel magnate and self-made man, takes no stock in the assertion of Professor Buttler, who claims that the day of the self-made man is over. Said Mr. Schwab in an interview in the Inter-Ocean, on a recent visit to Chicago: "That statement is foolish. I don't want to get into controversy with the professor, but I am confident that the chances for ambitious young men to make themselves successful were never better than today. You hear talk about the corporations throwing limitations about the individual efforts of young men. The fact is that corporations are reaching out for bright youths and paying well for their services when they find them. I am a friend of colleges, but I see a point on which they cannot lay too much stress. They should teach their students that they are no better socially than the young men who are winning their way in the workshops. The college diploma ought not give any man a superior place in society over the man who has been learning by practice while others are learning through theories."

We have a letter in our possession from a gentleman who has in his employ about 6,000 men. He reiterates the opinion expressed by Mr. Schwab, that there never was a time when worthy young men were so greatly needed as at the present time, or who were more certain of advancement at high salaries. We remember him as a young man receiving ten dollars a week and without any pull but his own strenuous endeavors, his salary is now five figures a year. He says: "For instance, I have a superintendent to whom we are paying $2,500 a year and a bonus that will bring his salary up to $2,750 or $2,800, who started with me Jan. 1, 1901, at $50 a month. Another, who is doing equally as well, who started in 1902, at $60 per month. These had the right stuff in them. I could cite numerous instances. The company, while doing this, expect to get value received in the way of good service, loyalty, etc., but do not ask anything that is dishonorable."



WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

THE FIT OF A GUN.

A rough-and-ready way of ascertaining if a gun is likely to suit is to stand in front of a looking-glass and pitch it up to the shoulder, just as one would in the field. If the glass reflects nothing but the end of the two barrels the gun is not lar wrong; if some portion of the top rib is reflected, the muzzle of the gun in evidently pointing underneath the object aimed at, while the converse would be the case if some of the under portion of the barrels was visible. The cast off of a gun, by the way, it may not be generally known, can be seen by turning the gun upside down and looking along an imaginary straight line leading from the muzzle end of the barrels along the under rib and through the centre of the heel of the butt—the deviation from the straight line will indicate the amount of the cast off.

SNAP SHOTS.

Metal shingles are here to stay. They're a hardwareman's line.

Fishing tackle is a seasonable display just now. It is an attractive line.

Art metal walls and ceilings should not be forgotten. This is the time of year for their adoption.

How about that baseball window for the boys? You ought to land some of this business.

Life is one grand song, but there are millions of people with no ear for music.

Most of the shadows of this life are caused by standing in our own sunshine.

Remember, knowledge and industry is the price of success.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (a $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE.

HARDWARE, stove and tinware business for sale, including tin shop, tools, patterns, shop fixtures, wagon, ladders, etc.; stock will run about $6,000; situated in good live village, with excellent surrounding farming country; splendid place for two men, hardware man and tinsmith; good reasons for selling. Apply Box 524, HARDWARE AND METAL, Toronto. (21)

QUOTATIONS WANTED

SPINNERS—Quote prices on zinc and copper 1 to 12" spun half balls, in quantities, to Box 530, HARDWARE AND METAL, Toronto.

BUSINESS CHANCES

HARDWARE—$5,400; large town. Box 532, HARDWARE AND METAL, Toronto. (21)

HAVE you seen the patent air tight down draft Base Burner Coal and Wood Stove? It makes more heat with less fuel than any other stove, and does not cost any more to burn than direct draft stoves. It sells on sight; secure agency now. W. J. Mundy, Petrolia, Ont. (20)

MECHANICS WANTED.

WANTED — Two tinsmiths at once. Apply, stating experience and wages required, to The George Taylor Hardware Co., New Liskeard, Ont. (21)

SITUATIONS WANTED

AS purchasing agent, by experienced young man, age 30, with large manufacturing concern. Active, energetic; now employed. Good office man. References. Box 526, HARDWARE AND METAL, Toronto. (20)

BY young man with nine years' experience in general hardware, stoves, paints and varnishes, gas fittings, etc.; position as salesman with retail firm, or would accept position in wholesale, Northwest preferred; strictly temperate; first-class references. Box 525, HARDWARE AND METAL, Toronto. (19)

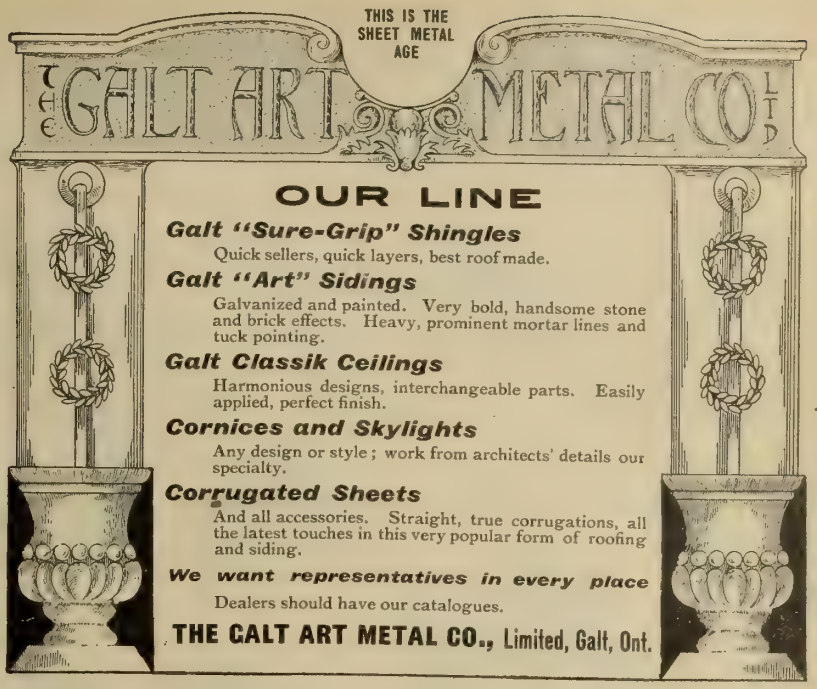
POSITION WANTED.

AS traveler, by experienced young man, now employed. Active and energetic, with good appearance, to sell hardware and engineers' supplies to mill trade. Good connection. References. Box 529, HARDWARE AND METAL, Toronto. (20)

EXPERIENCED traveler seeks position; highest references. Address Box 531, HARDWARE AND METAL, Toronto. (21)

METAL SHELF BOXES

DO you know that your customers are judging your stock by the general appearance of your store? It is absolutely impossible to keep your goods neatly arranged without using some kind of shelf boxes. Our system enables you to keep all goods of one kind together; you always know when your stock is running low, and you never have to tell a customer you are just out of what they want and then find the next day you had plenty in stock. The Bennett Metal Shelf Box has been on the market for years. Some of the best hardware stores in Canada have thrown away their old wooden boxes and put in our up-to-date metal box. Cameron & Campbell, Toronto.



NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.



Covert Mfg. Co.
TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.





STICKLERS FOR QUALITY

are the ones who specify **"M.R.M."** brand when ordering BOLTS and NUTS, because they know that the material employed in their manufacture can be relied upon to be the best that can be had—that it will be rolled exact to size—that the threading will be full and true, and the nuts fit properly.

We solicit a share of your trade, and feel sure we can look after your requirements with full satisfaction to you.

SPECIFY BY THE BRAND

TRADE R. CO. MARK

The MONTREAL ROLLING MILLS CO.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers Send for 1906 Catalogue

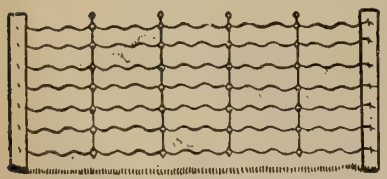


The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal EASTERN AGENTS

HAMILTON ONTARIO

DIAMOND BRAND



is guaranteed HIGHEST CARBON, Cleveland Coiled Spring Wire, biggest profit, we sell trade only. Car lots shipped direct from our Cleveland plant.

Write before buying.

DIAMOND GRIP. Pat. Jan. 1895

CANADA FENCE COMPANY LIMITED, LONDON, ONTARIO.

TO THE HARDWARE DEALERS

LAFARGE NON-STAINING CEMENT

Fire Bricks and Fire Clay

Drain Pipe and Farmers' Tiles

Plaster

Mortar Color

Mortar and Brick Hods

Wheelbarrows.

Are as much in your line as any other article you sell. If you have lost sales in the past, make up for it now.

WRITE US FOR PARTICULARS

F. HYDE & COMPANY

KING, QUEEN AND WELLINGTON STS.

MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

WE WANT YOU TO KNOW WHY

our Tarred Felt, Roofing Pitch and Coal Tar will give you better satisfaction than any other you can handle. We can't tell you all about it here, but, if you will write us, our traveller will call on you and convince you.

"Dominion Brand" Roofing Materials

Are made only by us

LOCKERBY & McCOMB, 65 Shannon St., Montreal

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL



Hardware Dealer—

You will increase your business handling the

MONTREAL BEAUTY NIGHT LAMP

Used in preference to gas and electric light for halls, bedrooms, bathrooms, cellars, etc. It gives a beautiful soft light, burns coal oil, **costs but ¼c. per night**; one filling will burn 40 hours without odor. Size 4 inches by 6 inches. Retail at 75 cts. Liberal discount to the trade. Correspondence invited. Agents wanted.

L. J. A. SURVEYER,
6 ST. LAWRENCE MAIN ST. MONTREAL

COMMENDED WITHOUT RESERVATION

People who use the

METALLIC ASH-SIFTER

commend it without reservation. They have used the other kind and appreciate a labor-saver when they get it.

Considering that one **Metallic Ash Sifter** will still be serviceable when 4 or 5 wooden sifters have become useless, it seems reasonable to expect that any customer of yours will select the "**Metallic**" in preference to wooden sifters.

So they will. It is just a matter of your getting in a stock. GET OUR BOOKLET FIRST.

C. M. CUTTS & CO.
Sole Makers, - - TORONTO JUNCTION, ONT.

ATKINS HIGH-GRADE SILVER STEEL SAWS



Will do more work in a day, and do it easier, than any other Saws. Because they are made right—of the right material—by workmen who "know how." Our name on every blade.

Insist on Atkins Saws

E. C. ATKINS & CO., Inc.
Home Office and Factory: Indianapolis, U.S.A.
Canadian Office: 56 King St. E., Toronto

The Standard Ideal Sanitary Co. Limited

MANUFACTURERS OF

Porcelain Enamel Bath Tubs, Lavatories, Sinks, Slop Hoppers

"MADE IN CANADA."

Write us at once if you want to secure

A CATALOGUE

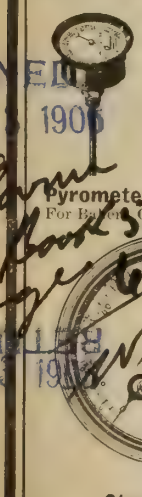
of the latest designs of **Porcelain Enamelled Bath Tubs, Sinks, Urinals, Latrines, Etc.**

Now ready for distribution and will be mailed on application.

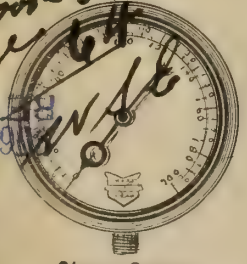
THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

Head Office and Factory:
Port Hope, Ont.

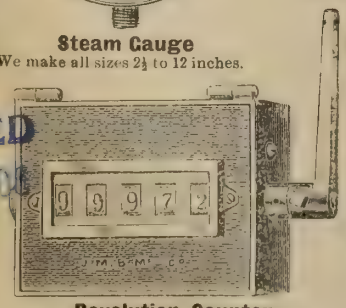
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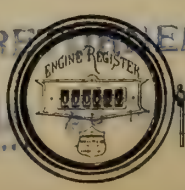
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PLUMBING AND STEAMFITTING

PLUMBING AND SANITATION

A paper by MR. J. W. HUGHES, Montreal, read before the Sketch Club of the Quebec Association of Architects.

Forty odd years' daily experience in the theory and practice of modern plumbing—I use the word in the broad sense of its meaning as generally understood by the public (covering the allied trades of heating, roofing, etc.)—and a consequent intimate contact and association with the architect, his client, and the general public warrant me in making the statement that there is nothing that so quickly makes and assures the architect's reputation as good plumbing—and nothing so rapidly, surely and often unjustly, mars his reputation as faults in connection with this important and complicated branch of the building trade. Let the foundations be laid never so well—the facade be architecturally correct, the interior plan be faultless, decorations unique and artistic—all is quickly forgotten, should drains choke, roof or water pipes leak or the heating apparatus fail in giving the desired temperature. The proprietor forgets the mason, carpenter, artist, plumber and only remembers his architect, when such troubles arise. True the plumber comes in for a certain amount of the blame, and hard talk—but as a rule, he has at least a certain amount of justification, and a ready excuse is afforded him when he can say "I followed out your architect's plans and specifications," and if he has done so, does not his responsibility outside of the workmanship end there? At least I know that in many cases he thinks it does. And be the plumber ever so much in fault the proprietor still blames the architect for his want of knowledge in employing an unskillful or characterless man. Such being the case, the question arises how you are to minimize the risks you run in such matters, for the best of pipes will leak, drains will choke, fixtures overflow, and through no fault of either plan or practice.

Intricate Plumbing Apparatus.

Consider, for a moment, what the plumbing apparatus in a modern dwelling is. In even a small and unpretentious house, it is a most complicated and intricate collection of material that have to be assembled in a skillful manner and according to highly scientific principles, if the desired results are to be attained, and, once completed, it receives little or no thought or care on the part of the owner or user; such as a similarly complicated and expensive apparatus would receive daily if it formed part of the plant of a manufacturing concern. No one even thinks of seeing that moveable parts, from time to time, are oiled; that lost motion is taken up; that nothing is done with, or to it, except what is legitimate, and according to the intention and purpose for which it was designed, and constructed. It is only when something goes wrong that, in the vast majority of cases, the plumbing apparatus receives a thought; and then it is looked upon as an outrage and robbery that something has to be done and money spent. Great pressures are constantly at work day and night, year in, and year out, trying with varying force to tear it apart; expansion and contraction from varying temperatures is always at work to break it; in our climate the cold never fails to get in deadly work, when the slightest opportunity is afforded it; added to all this, is a carelessness on the part of the users that you would scarcely credit. Is it any wonder that troubles are frequent? The wonder is rather that there is so little to complain of.

Evolution in Materials.

There is a further complicating factor in the difficult problem we are considering and that is the constant change that is going on. During my time, men, methods, and materials have changed completely, and more than once. In the early days of the trade in this city, all soil, waste, and water pipes, were of lead; sewers were constructed of brick or wood; there were only "the pan closet," and "the hopper" and "trough"; sinks were of stone, wood or lead lined, "sewer gas" was unknown; back venting and soil pipe ventilating were unknown quantities. The discovery of the germ theory of disease, and the necessity of guarding our dwellings against the entrance of the disease-producing little microbes, completely revolutionized the old fashioned plumbing methods. To-day iron has almost entirely replaced lead, as a material for soil and waste pipes; the modern porcelain closet has replaced the sinks and baths of our fathers; and brass and copper, as well as iron, have largely taken the place of lead for water pipes. And the end is not yet, for they are hard at work, experimenting with a view to the introduction of glass, as a material for the conveyance of the water and sewage of our dwellings, and when success is attained, as I have no doubt it will be, we will have an ideal material for the purpose—and present indications are that it will be "made in Germany."

My intention in the foregoing remarks was to fully impress you, if possible, with the importance of the subject we are considering, and to bring as forcibly as possible to your understanding the difficult and complicated problem offered for solution. Did I go no further you might consider the time so far devoted to the subject as wasted; but there is no intention of wasting your valuable time, and it will be my endeavor to now present for your consideration something practical and useful for at least a partial cure for some of the ills we mutually suffer—as in this matter the architect and plumber are as completely joined as were the celebrated "Siamese twins," and any attempt at severance of the connection would in all probability be attended with serious if not fatal results to one or both.

Good Sanitation Necessary.

The first factor to be considered in the solution of the problem, from your point of view, is the plan. At the risk of being considered presumptuous, permit me to say a few words, from a practical man's point of view, of this important part of the subject. First, you must attend to the sanitary features of the case; plan for health. You are building dwellings, homes, for rich and poor; places of life, light and enjoyment. The first, the greatest requirement of a dwelling is that it be healthy; honestly built, on healthy site, amidst healthy surroundings. You cannot control all the conditions; the site is not yours in the choosing; the surroundings are beyond your power; but your knowledge and skill must be such, as to attain the best possible results from the conditions you have to deal with. If the site is damp, or boggy, or subject to occasional flood, you must plan for not only sub-soil but also surface drainage. Water in itself is one of God's good elements; it is only when it is "matter out of place" that it becomes a menace to life and health. No one dreams of considering the water of the river, lake or ocean, a danger to those residing in its vicinity; we naturally go to the water in the heated Summer term, for health; but the undrained swamp, the stagnant pool, the damp cellar and moulded walls, are dangerous to a degree; and no one can have them as neighbors or harbor them in the dwelling without sooner or later paying the penalty imposed by nature for a violation of its laws.

The Sewage Problem.

The removal of sub-soil water presents many difficulties; but in our city there should be no trouble, provided you establish the principle of never erecting your buildings at such a level as to be below the sewers made and provided by the city for sewerage and drainage purposes. Such a remark may seem

unnecessary and uncalled for, but I know that it is done every day. I could name a number of buildings that are periodically flooded because the cellars are either below or too near the level of the city sewers. There must always be a margin of safety. The crown of the street sewer, with an allowance for proper fall, should be your starting point. I know the owner will fight and argue against steps, to business blocks, and insist on a cellar of given depth; but let me assure you that, when the water rises in the cellars and so renders them useless, or goods are damaged, he forgets all your arguments against going deep in the ground, and the fact that he insisted upon having things as they are is no longer in his mind but he does not forget to talk of the foolishness of the man who built him a useless basement, and the stupidity or worse of the plumber who carried out the plan. Of course, artificial means of drainage may be employed in certain cases; and, where large plants are installed in charge of skilled men, such means may safely be adopted; but outside of this, for the ordinary shop or dwelling, there is only one safe plan, and that is to so construct your building that the natural drainage will always be available.

Building on Swampy Ground.

In planning for the erection of buildings on low and swampy sites, provide for a system of sub-soil drains so laid that they may easily and safely discharge the sub-soil water into the existing sewers, taking care that they be properly trapped at their junction with the main sewer, and further taking care that during the dry seasons these traps are supplied with water enough to keep them safely sealed against the entrance of air from the sewers. This is best done by connecting the waste from some convenient fixture, so that water will always be supplied to the trap. A wash basin or sink, to be used for clean water only, is the best, as the use of a W. C. or kitchen sink will likely result in the choking of the trap and consequent filling of the sub-soil drains with grease or sewage, or a special pipe can be run, from which water is allowed to drip. Cellular gutter land tiles are very good for sub-soil drains, provided they are not laid in running sand. If, unfortunately, your building rests on such poor material, I know of no form of open drains that will not fill up. In such case the sinking of a pit, with an outlet at the proper height, with the usual precautions against its filling with sand, is perhaps the best method of procedure; but great care must be taken to prevent the sand running into the drains, if you wish the building to stand erect. I know of one large building in this city the front of which nearly came down, owing to the fact that a leaky pipe, near the foundation, washed the sand away into an open drain in the vicinity.

The Drain Pipes.

The sewers, or those pipes that are to carry off the liquid wastes of the building, as distinguished from the drains, which are for the conveyance of sub-soil, or surface water, must be of extra heavy cast iron pipe inside the building, as called for by the civic by-law, and should, when at all possible, be so arranged as to be at all times above the floors; or, failing this, at every change of direction fit a cleaning eye that will permit of the insertion of a cleaning rod, from point to point and out into the main sewer. I know of no better material for outside drains than properly laid tile pipes, and no worse material for the inside pipes, especially if they have to be laid under ground, as to make them tight they must be thoroughly cemented at the joints. This makes them into a long and continuous length of very brittle material, sure to be broken by the slightest subsidence of the ground or building, and even by the use of the building. The handling of heavy goods in a warehouse, or even certain legitimate acts in a dwelling, are enough to cause sufficient jar to break these pipes.

Flushing the Pipes.

Avoid too large pipes, try to plan your sewers so that the amount of water flowing through them will scour or flush them. Remember that the largest flush pipe from an ordinary closet is only 4 in.; and that, as a rule, does not deliver the water in a solid stream, but it is usually broken up by the fan or spreader in the closet basin. A pail of water, rapidly emptied into a W. C., is generally the maximum amount of water discharged into house fixtures at once. Of course when roof water is discharged into the sewers through the house pipes a large flush will be the rseult at times, when heavy rainfalls occur; but it is very seldom that the ordinary roof of a dwelling will flood a 4 in. pipe, even if running full at the inlet. The friction and resistance as it travels through the pipe, reduces it in volume. Many architects plan to increase the size of the pipes according to the number of the fixtures to be discharged into them. While this plan has some merit, be careful not to carry it too far. Remember that if there were a dozen closets on one pipe, and the greatest care was taken to have them all discharge at the same moment, that it would be impossible to so arrange them in ordinary practice, that the discharge from all of them would reach the main soil pipe or drain at the same moment; and that the water reaching the main stack first, can never be overtaken by that which follows it. My experience is that more trouble has occurred by the filling up of drains and sewers that were too large to be properly scoured, than by the blocking of small drains that are fully flushed. The same remarks apply to the waste pipes. It is quite common to find 2 in. pipes called for from wash basins, and baths, whereas the average bath and basin plug will not allow sufficient water to pass to fully flush a 1 1-2 in. pipe.

Carry your pipes direct as possible. This can generally be done with very few bends and offsets, if provision is made at the proper time in the stone, brick and woodwork: but when bends have to be provided, at every flat, on account of the variation of thickness of walls, or because beams have been put in the way, or the roof outlet is at an inconvenient point, you have a needless complication making for trouble. While nothing is planned for the reception and passage of pipes, the positions of the fixtures are indicated; but the work of other trades may render it an exceedingly difficult matter for the plumber to get his pipes to the positions without doing a lot of damage that could be easily avoided were provisions made at the proper time. Show on your plans, embody in your specifications, the necessary instructions to carpenter and mason. The pipes, large and small, are as necessary a part of the modern building as the doors and windows—then why not provide for them.

Plan to have the fixtures where the sunlight will get to them. Remember light is the great life-giving agent, and that all plumbing fixtures are of necessity more or less foul. Let the light shine on them; the sunlight, if you want them to be clean and kept clean. Treat the plumbing as an important part of the building; don't treat it as something to be put in any dark hole or corner, where you can put nothing else. Have a dark parlor if you please; it is most used at night when artificial light will dispel the gloom and make it nice and inviting; but have the bathrooms light; the sinks, basins and tubs near the windows.

If you wish to avoid trouble, concentrate the work—try to place the fixtures so that an accidental overflow or burst will not damage the hall or parlor ceiling. The less the pipes are scattered about the less will be the first cost, and certainly there will be the least amount of trouble in the future care and maintenance of them. Where it is necessary to have fixtures in different parts of the building, plan to have them as nearly as possible one over the other; it may in some cases mar the artistic effects, but it won't damage the ceilings and walls so much, in case of the inevitable flood.

Exposed Pipes Preferable.

Have every part of the plumbing fixtures easily accessible. When possible, run pipes in back passages and through pantries and such rooms and leave them exposed. Where they must be concealed, have this done by some means that will allow the pipes to be quickly exposed. Hooks and buttons are best: screws are a nuisance, their taking out is sure to cause damage to decorations and paintings. Never put pipes behind fixed columns, or plaster them in, as the day will surely come when they will require some attention; then trouble begins, and reputations are wrecked with the ceilings and walls.

Select simple fixtures. A closet with a complicated system of valves, levers, syphons and overflows, may work perfectly when new, but it is sure sooner or later to get out of order. A single seat is better than one with a cover, which is a survival of the old style boxed in W. C. The cover is a complica-

tion that serves no useful purpose. A W. C. is a W. C. and if there is anything in it that requires to be covered, there is something wrong. Have it so arranged that it is impossible to cover up any filth or foul matter. Basins with the plain old-fashioned plug, are the best. Those with a complicated system of recesses, stand pipes, and valves, are to be avoided; they get out of order, and when in order the parts are not accessible, and so get foul and malodorous. The same remarks apply to baths and sinks.

There is nothing to equal the S or half S, or P trap. The traps of a complicated form, such as are in common use, have not a proper scour, and are never clean. The merit claimed for them is that they are non-syphonable, which is open to question. If they are so, it is because they obstruct the rapid flow of water. Syphonage can best be prevented by a proper system of back venting; and even this can be carried to an excess, and often is. I have in mind a house where all the traps are back vented with long lines of pipes, of the sizes of the traps, but with unavoidable twists and turns, that render them inoperative, and their fitting was simply a waste of money. Venting traps in a basement, with long lines of pipes carried up in walls through the house to the roof, is not good plumbing—although at first thought it may seem so. This is where that uncommon commodity, common sense, comes in. The risk of danger from a syphoned trap is far less than the risk incurred by the getting out of order of long lines of concealed pipes. Fortunately, the average water cock is seldom perfectly tight; they all drip a little and this drip is enough to reseal in a few minutes a trap deprived of its seal by syphonage. Do not for moment suppose I am advocating the running of any risk of danger from emptied traps; what I desire to impress upon you, is that there is a risk of overdoing the trap venting part of a plant, as well as of incurring needless cost. "Simplicity thou art a jewel" would be a good motto for the architect and plumber to have constantly in mind, when planning.

(To be continued.)

PLUMBERS' PASTE.

The paste ordinarily made and used by plumbers consists of flour, over which boiling water is poured until it begins to thicken, after which the paste is cooked until it is very stiff, says the Plumbers' Trade Journal. There are a number of pastes made especially for plumbers' use, the formulae for which are held by the parties making them. These pastes do the work required of them much better than the paste made by the plumber himself. To do the work well the paste must have the quality of hardness when heated, without flaking off the work, and at the same time wash off easily after the work is completed. Home-made paste may be preserved by adding a few drops of oil of cloves.

PLUMBING MARKETS

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 18, 1906.

With the increase of tin, which has now reached 50 cents, solder has also gone up again. Half-and-half is now quoted at 30 cents and wiping at 26 cents.

Iron pipe holds the same, although some talk of an increase has been heard. It is hardly possible that this will occur, however, rumors of cutting being heard from various sources.

There is no cessation to the amount of business being done throughout the country. On every hand trade conditions are good. Toronto trade is picking up and with the increased building operations this year there must be a marked increase in plumbing before long.

LEAD PIPE—Conditions remain the same as to price, with the usual good business. We quote: Lead pipe, 8c., discount 20 per cent.

SOIL PIPE AND FITTINGS—Prices remain the same. Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—There is no change in iron pipe, although there have been rumors that it would go up, and also of some cutting being done. We quote: Black, 1 in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS—The usual demand is not at all lessened. Prices continue same as previous quotations. We quote as follows: Cast iron elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable? unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

GALVANIZED IRON RANGE BOILERS—Business remains about the same. There are no price changes. Our quotations are as follows: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallons, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11.00; extra heavy, $14.00; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—A steady business continues to be done. No price changes. We quote: Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.

SOLDER—Another jump has been made in solder this week. We quote: Bar solder, half-and-half, guaranteed, 30 cents; wiping, 26 cents.

ENAMELWARE—All lines remain the same as regards price, but the demand still keeps the manufacturer on the go. We quote: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal May 18, 1906.

Activity in building circles always evidences a corresponding liveliness in plumbing supplies. It is a long time since such business has been noticed in all lines. Orders are numerous all over. The supply houses have a continuous demand and many houses are taxed heavily to fill orders. Iron pipe is firmer and an advance is still in the future. Solder is away up.

RANGE BOILERS—Market conditions are unchanged. We quote: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—There has been no feature in these goods, which continue to sell well. We still give the following discount: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—We are still quoting discounts on all sizes of nipples up to 6-inch 67½ to 70 per cent.

IRON PIPE—An advance in price seems to be approaching. Conditions are rapidly firming. We still quote: Standard pipe in lots of 100 feet, regular lengths, ¼ inch, $5.50; ⅜ inch, $5.50; ½ inch, $8.50; ¾ inch, $11.50; 1 inch, $16.50; 1¼ inches, $22.50; 1½ inches, $27; 2 inches, $36.50; discounts on black pipe, ¼ inch, 62 per cent.; ⅜ inch, 62 per cent.; ½ inch, 71½ per cent.; ¾ inch and upwards, 73½ per cent. Discounts on galvanized pipe: ¼ inch, 47 per cent.; ⅜ inch, 47 per cent.; ½ inch, 61½ per cent.; ¾ inch and upwards, 63½ per cent. Extra heavy pipe of 100 feet lots are quoted as follows: ½ inch, $12; ¾ inch, $15; 1 inch, $22; 1¼ inches, $30; 1½ inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Goods in this line are moving freely. Prices are steady, quotations being still given as

follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Another advance has taken place and this of course is due to the almost electrifying condition of tin. We now quote: Bar solder, half-and-half, guaranteed, 27c. to 27½c.; No. 2 wiping solder, 21½c.

ENAMELWARE—Orders are large. We still quote: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.15, special $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2½ inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

CALGARY HEATING CONTRACT.

Patterson & Pfeiffel, of Calgary, will instal a Pease-Waldon heating and ventilating system this Summer in the splendid new twelve room stone building which is now in course of erection in the south ward. The system is arranged as to heat the building with direct steam and ventilate it either by the gravity plan or by the fan system.

METHODS OF HOUSE WARMING.

By Charles H. Graves

In seeking a solution of this problem many expedients have been resorted to, and many methods have been tried. A careful consideration of this question will show that steam or hot water are the essential agencies of a perfect heating apparatus for either public or private buildings.

The average person, although quite familiar with all the accessories necessary for the home, office or factory, has but a vague idea of the possibilities of steam and hot water for heating purposes. Many people believe that steam is practical only for factories or for such buildings as have steam for power purposes.

The improvements made during the last few years in steam and hot water appliances have not only made it possible for every home to be healthfully and comfortably heated, but the economy shown by their use over any other system has proved that money invested in a good heating apparatus will bring greater returns than any other part of the building investment.

A good steam or hot water heating apparatus will last as long at the ordinary building and the repairs are practically nothing. Unlike the hot air furnace, which is like a fever, producing alternate spells of extreme heat and excessive cold and sending forth ashes and soot like a domestic volcano, it is easily operated and gives a steady uniform temperature throughout all the rooms of a house and affording a balmy Summer atmosphere in the coldest Winter weather.

Just which is most desirable of these two sanitary ways of keeping warm is a question. It is, moreover, a matter of choice that can best be answered by the individual tastes of him who seeks the benign influences of either and the conditions governing the building to be heated.

Steam heat is better adapted for schools, hospitals, churches, factories, office buildings and large flat buildings, because it circulates rapidly and can be readily controlled. The radiators heat very quickly and as quickly cool when turned off.

In factories, office buildings or any building where power is used, the exhaust steam from engines and pumps should always be utilized for heating and, to obtain the highest degree of economy, a good vacuum system installed, as it is now generally conceded that the highest results in efficiency, economy and hygiene are to be obtained by the use of steam at or below atmospheric pressure.

The lower the temperature at which a heating plant is run the more healthful the atmosphere. Heat given off at a high temperature, such as a stove or furnace, not only gives a dry and burned air but also destroys the life or vitality.

The hot water system is better adapted for residences, because it heats at a low temperature, which insures the most healthful results and requires less attention, is easily operated by a child and is readily adjusted to suit all changes of weather. The steam or hot water systems may be used in old buildings or farm houses as readily as in new buildings. It is not necessary to move walls, break plaster or discommode the family in any way. The system can be adapted to the building for which it is made. If waterworks system is not available for filling, a barrel placed in the attic or a small force pump from the cistern will supply the water. When once filled very little water is required because the same water is continuously used, the only loss being from evaporation.

There is no class of men whose services are of greater value to the public than the heating engineer or steamfitter, provided, of course, that they are thoroughly competent and trustworthy. Upon the character of their work depends the health and comfort of thousands, and for this reason it is imperative that they should be masters of their business and perfectly familiar with all its details. They should be expert judges of materials and know how to employ them to the best advantage and they should possess such executive ability as will enable them to properly direct and control their workmen.

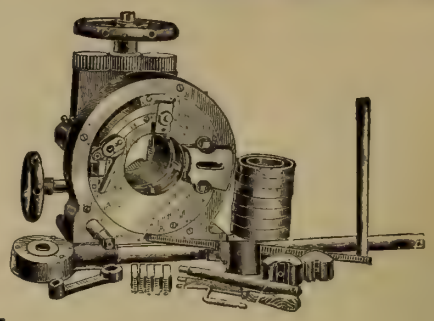
NOTES.

The Montreal Light, Heat and Power Co. have secured another water power at Cedar Rapids, near Montreal, and will have 5,000 horse power from it in the city by Nov. 1.

"SELLING OUT AT COST."

The difference between trade conditions here and in Yukon Territory may be imagined from the notices appearing in a recent issue of a Dawson City newspaper. It seems that a number of merchants are leaving that city for Fairbanks, a new gold town on the American side of the boundary. One hardware merchant advertises that he is "selling out at cost," and quotes several items to prove his assertion, including nails at $8 PER KEG!

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This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

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Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand



Fig. E 283
Fig. E 274
PATENTED
Fig. E. 281

GLAUBER
RUBBER JOINT CONNECTIONS

Fit any Basin or Bath Cock and always insure an absolute Tight Joint

SAVE TIME SAVE MONEY

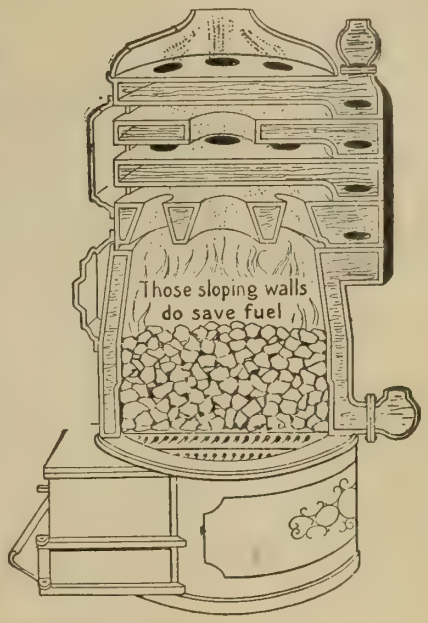
GLAUBER BRASS MFG. CO.
CLEVELAND, OHIO

Hustle half as hard and profit twice as much selling this Boiler—

It takes far less effort on the dealer's part to sell the Oxford Hot Water Boiler. That is because the Oxford merit-points are so plain to see, the Oxford reputation so big and wide, the Oxford selling help so liberal and potent, that the Boiler is as good as sold when the customer gets his first look at it. That's why half the effort will make more actual sales with

The Oxford System of Hot Water Heating

Then the dealer's profit is earned easier by the Oxford Boiler,—it is far easier to instal, simply because only this Boiler comes to the dealer put together so far that there's only ONE connection left for him to make,—half-an-hour's work, instead of the half a day other boilers require. And that's only the beginning of the profit-merit of the Oxford—will you ask us to tell you the whole of it?



The Gurney Foundry Co., Limited

We also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Steam Boilers, Radiators, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

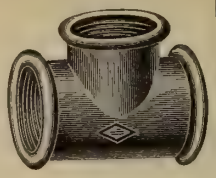
TORONTO
WINNIPEG
VANCOUVER

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

501







DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The Oshawa Steam and Gas Fittings Co. Limited

Stocked by all Leading Wholesale Houses.

SPECIALTIES

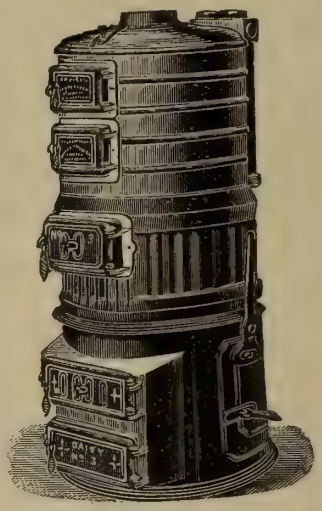
Hot Air Furnaces. Cash Weights and Washers.

Fine Grey Iron Castings.

OSHAWA, - CANADA

IMPROVED

Daisy Hot Water Boilers



Simplest in Construction.

Economical, Efficient.

Sales exceed all others.

Every Boiler Guaranteed.

We also carry large stocks of Iron Pipe, Cast and Malleable Fittings, Brass Goods, etc., insuring prompt shipments.

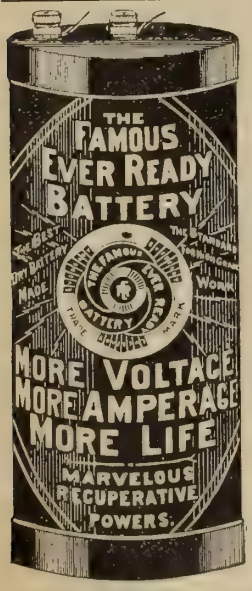
Send us your rush orders and note results.

R. J. CLUFF & Co.

50 and 52 Lombard Street, Toronto.

ONTARIO AGENTS FOR

WARDEN KING & SON, MONTREAL



The Ever Ready Dry Battery

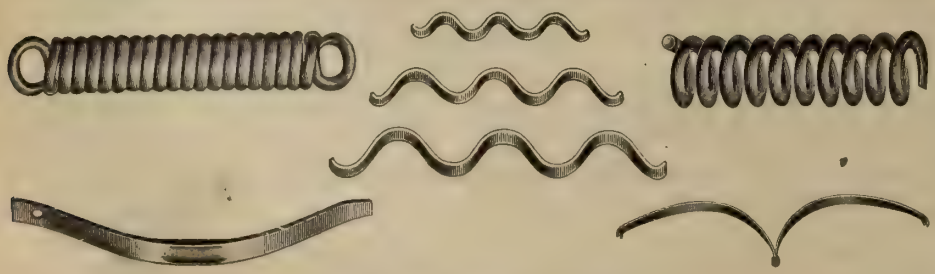
FOR AUTOMOBILE and

GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.



Of every description made by

THE WALLACE BARNES CO., - Bristol, Conn.



Kerr's Weber Iron Body Gate Valves

Are recognized as the leading Gate Valves

"MADE IN CANADA."

Every valve is tested and packed before shipment. Send for Catalog.

The KERR ENGINE CO.,

Manufacturers - Limited

WALKERVILLE - ONTARIO



Why not Stock Penberthy Goods?

MR. DEALER: You should place that order for those brass goods at once. Be prepared for your trade, and don't be obliged to send them next door. Our goods are always in demand. Why not write us at once and secure our Catalogue No. 21? We can save you money.

PENBERTHY INJECTOR CO., LIMITED, WINDSOR, ONT.

PIPE TOOLS

RETURNED
SEP 12 1906



We make a specialty of **Pipe and Steamfitters' Tools, Machine Shop Supplies.** Our stock of small tools and general machine shop supplies is better and larger than ever.

Send us your next order



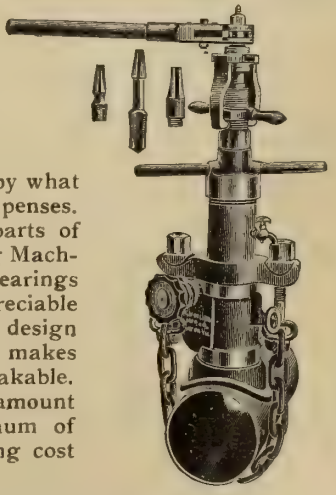
RETURNED
SEP 12 1906

THE
CANADIAN FAIRBANKS CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER

MUELLER
WATER TAPPING MACHINES

No. 2 "Mueller Original" Machine



The cost of service tapping in a term of years should not be measured altogether by the purchase price of the machine, but largely, and with some machines most, by what you pay in operating expenses.

The few working parts of Mueller Water Tapping Machines have such long bearings that wear is not appreciable while their strength in design and quality of material makes them nearly unbreakable. They do a maximum amount of work with a minimum of labor and make tapping cost low in the long run.

C-001

Mueller Water Tapping Machines are made in three different patterns for different classes of work. The machine illustrated is the No. 2 "Mueller Original" pattern, and makes taps up to 2 inch and inserts corporation cocks up to 1 inch.

Each machine bears the Mueller trade mark and is **UNCONDITIONALLY GUARANTEED.**

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

Satisfaction for Our Customers, First; Profit for Ourselves, Second

With such a motto, do you wonder we manufacture high-quality

SHEATHING, READY ROOFING, TARRED FELTS, BUILDING PAPERS, WRAPPING PAPERS?

Do you wonder why some Hardwaremen will not part with

"JOLIETTE" AND "CYCLONE" BRANDS OF SHEATHING AND **"BLACK DIAMOND" TARRED FELT**

for "other" kinds?

Full information concerning our lines of manufacture is easily obtainable.

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

May 19, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$50 00 $52 50

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
I X, 14 x 20 "	8 00
I XX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 75
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I XX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. " 14x60, " " 14x65, "	7 00

Tinned Sheets.

2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	...
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base	....	2 65
Sleigh shoe steel "	.... 2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel	....	0 12
B. K. Morton & Co.—		
"Alpha" high speed	....	0 65
" annealed	....	0 70
"M" Self-hardening	....	0 50
"J quality, best warranted	....	0 18
"I" " warranted	....	0 14
"C" "	....	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"	..	0 65
" " annealed	....	0 65
Chas. Leonard	0 08	0 09
CrucibleSteel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special	....	0 16
" Silver steel	....	0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons B.P.L. tool steel annealed	....	10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Boxes Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 45
No. 1 Monarch	0 30
"King" Anti-friction	0 20
Fleur-de-lis Anti-friction	0 15
No. 1 Thurber	0 12
Philadelphia	0 10
Canadian	0 07
Hardware Babbit No 1	0 10
" " " 2	0 08
" " " 3	0 06½

Discount 20 to 30 per cent. according to size of order.

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge	....	2 70
17 gauge	....	2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 70
22 to 24 gauge	3 70	3 75
26 "	3 95	4 00
28 "	4 20	4 25

Apollo.

10½ oz. (American gauge)	4 60
28 gauge "	4 25
26 "	3 90
24 "	3 70

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 45	....	3 40
22 to 24 gauge	3 60	3 85	3 65
26 "	3 90	4 10	3 90
28 "	4 15	4 35	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil,	3-16 in., per 100 lb.	7 00	10 00
"	¼ " "	....	5 60
"	5-16 "	....	4 45
"	⅜ "	....	3 85
"	7-16 "	....	3 70
"	½ "	....	3 55
"	9-16 "	....	3 45
"	⅝ "	....	3 35
"	¾ "	....	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	[count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	2 50	21 00

Bars.

Cut engths, round, ⅛ to ¾ in.	26 00
" round and square,	
Cut 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 75 7 00
Domestic " "	5 00 5 25

ZINC SHEET.

5-cwt. casks	7 75
Part casks	8 00

LEAD.

Imported Pig, per 100 lb	4 25 4 35
Bar, " "	4 65
Sheets, 2½ lb. sq. ft., by roll	0 05½
Sheets, 3 to 6 lb. "	0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's per lb	0 27½ 0 28

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra		1st quality	Special
4 and 4½ ft. 3 in. rolled rim		$19 65	17 65
5 feet	"	20 65	18 65
5½ "	"	22 15	20 15
6 "	"	24 90	22 90
Plate E II			
5 feet	2½ in. "	19 15	17 15
5½ "	2½ " "	20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.650 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 09	¼ inch 2 92
⅜ "	2 09	⅜ " 2 92
½ "	2 42	½ " 3 27
¾ "	3 05	¾ " 4 20
1 "	4 37	1 " 6 20
1¼ "	5 96	1¼ " 8 21
1½ "	7 15	1½ " 9 86
2 "	9 54	2 " 13 14
2½ "	14 50	2½ " 21 80
3 "	19 00	3 " 28 60

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c

Cushion work, discount 50 and 10 p.c.

Fuller work, discount 70 p.c.

6 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves, discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 75 per cent.

No. 1 compression bath cock	net 1 75
No. 4 " "	" 1 90
No. 7 Fuller's	" 2 35
No. 4½, "	" 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.

Patent Compression Cushion, bath cock, No. 2208 2 25

Square head brass cocks, discount 65 per cent

" " iron " 60 "

Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon	net 25 00
" 35 "	" 29 00
" 40 "	" 33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34.00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.

7 and 8-in. pipe, discount 40 and 5 percent.

CLAUSS BRAND HOUSEHOLD SHEARS

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

1½-lb. per lb.	0 37
2-lb. or over "	0 34

SOLDER.	Montreal	Toronto
	Per lb.	
Bar, half-and-half, guaranteed	0 27	0 30
Wiping	0 21	0 26

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 03
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.	Per 100 lbs.	
Pure	6 00	6 25
No. 1	5 65	5 90
No. 2	5 30	5 65
No. 3	5 05	5 30
No. 4		4 75
Munro's Select Flake White		6 50
Elephant and Decorators' Pure		6 30
Tiger brand, pure		5 75
Monarch		5 75
Essex Genuine		5 75
Brandram's B. B. Genuine		7 50
" Anchor," pure		6 00
Sterling Pure		6 00
Ramsay's Pure Lead		6 00
Ramsay's Exterior		5 75
Crown and Anchor," pure		5 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	$5 75
Genuine, 100 lb. kegs, "	6 00
No. 1, 560 lb. casks, per cwt	5 50
No. 1, 100 lb. kegs, per cwt	5 75

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 07
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co's pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls 0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, gal.	1 35
" " " " " ½ gal.	1 40
" " " " " ¼ gal.	1 45
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown Anchor"	1 20
Senour's Floor Paints gal.	1 20

PARIS GREEN.

600-lb. barrels	
250-lb. kegs	
50 and 100 lb. drums	
25 lb. drums	
1 lb. paper boxes	
½ lb. tins	
½ lb. paper boxes	
¼ lb tins	

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls.	1 50
Bulk in less quantity	1 80
Bladders in bbls.	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
Copaline, per gal. can		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; 5 per cent. discount. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 35 3 00

House.

American, per lb. 0 35 0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cen

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb. 0 07½ 0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.	
" " ⅜ and smaller	60	and 10
" " 7-16 and up	55	and 5
" " full sq. ($2.40 list)	60	
" " Norway Iron ($3 list)	60	
Machine Bolts, all sizes, ⅜ and less	55	
Machine Bolts, 7-16 and up	55	and 5
Plough Bolts	55	and 5
Blank Bolts	55	and 5
Bolt Ends	55	and 5
Sleigh Shoe Bolts	70	
Coach Screws, conepoint	70	and 5
Nuts, square, all sizes, 4c. per lb. off.		
Nuts, hexagon, all sizes, 4½c. per lb. off.		
Stove Rods per lb., 5½ to 6c.		

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross 7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1 000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,0 0	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

Paterson's Wire Edged Ready Roofing
(RED STAR BRAND)

FIRST IN QUALITY
FIRST IN DURABILITY
FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing. Don't you want to know how you can easily secure their profitable orders?

The Paterson Mfg. Co., Limited
Toronto and Montreal.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.
Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 60 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	66⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.
Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
100 to 110	....	27 50

For less than 100 feet of one size, pane at less 33⅓%. Terms 90 days net 2½ 30 days.

GAUGES.

Marking, Mortise, Etc.
Stanley's discount 50 to cent.

Wire Gau

Winn's, Nos. 26 to 33	ea	1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ⅜-inch	per gross	....	9 00
" " ½ "	"	....	10 00
" " ⅝ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10

Sledge.

Canadian	per lb.	0 0

Ball Pean.

English and Canadian, per lb.		0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00 4 00
Store door	per doz.	1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00 1 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS. doz. pairs.

Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge—

to 10 in	per 100 lb.	4 50
12 in. up	"	25
Spring, No. 20, per gro. pairs	....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 59, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00 4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base	3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes	....	2 50

Woodyatt, ball bearing, 12 to 20-in 5 60 to 7 45
Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21, 23, 25	$10 00	14 00
10½ in. ball bearing 12 to 20	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20 5 60
Galvanized	"	1 87 3 85
King, wood	"	2 75 2 90
King, glass	"	4 00 4 50
All glass	"	0 50 90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and American	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.
Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS. Cut. Wire.

2d	3 70	3 15
3d	2 85	2 80
4 and 5d	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 10

F.o.b. Montreal. Toronto 10c. higher.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	

OAKUM.

U. S. Navy	per 100 lb.	6 75
Plumbers	"	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross ...	7 80
" "	" ...	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English	per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation	per doz.	5 00	9 00
man	"	0 60	0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern		1 40	2 0016
Canadian pitcher spout		1 80	3

PUNCHES.

Saddler s	per doz.	1 00	1 85
Conductor's	"	3 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RAKES.

Wood..... per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 7o
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper kivets, with usual proportion burrs, 3o per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal		0 10½
Pure Manilla		0 15
"British" Manilla		6 11½
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" " double		0 10½
Sisal bed cord, 48 feet per doz.		0 60
" " 60 feet "		0 75
" " 72 feet "		0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 75
" No. 50, nickle-plated,	"	0 80
Common, plain		4 50
" plated		5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
"Eureka" tinned steel, hooks	"	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete	each	0 75	2 75
" frame only	each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century $6 25
" " No. 1 Maple Leaf 5 25
" " Happy Medium 4 25
" " Watch Spring 4 25
" common frame 4 6o

SASH WEIGHTS.

Sectional	per 100 lb.	2 00	2 25
Solid	"	1 50	1 75

SASH CORD.

Per lb..... .... 0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" " Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.) $18 50

(Hollow Back)		(Reinforced S Scoop.)
Moose	$17 50	$16 30
Bear	15 00	15 30
Fox	12 50	14 30
Black Cat	10 00	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

SQUARES.

Iron, No. 492	per doz.	1 90	2 25
" No. 493	"	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		....	25 00
" under 40 lb., "		....	28 00
" 200 lb. and over		....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	"	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk 85, 12½ and 12	
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75 5 00
English, Patent Leather		5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00

TINNERS' SNIPS.

Per doz..... 3 00 15 00
Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.

German	per doz.	4 75	5 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	0 27
Wrapping, cotton, 3-ply	....	0 25
" 4-ply	....	0 29
Mattress	per lb 33	0 45
Staging	" 0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 15
10 "	6c. extra.	
11 "	12c. "	
12 "	20c. "	
13 "	30c. "	
14 "	40c "	
15 "	55c. "	
16 "	70c. "	

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.0o to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14, $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17 $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 45
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS.

Leader, 11 in.	per doz.	32 00
Royal Canadian, 11 in.	"	29 00
Royal American, 11 in.		29 00

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Canadian make discount 40 per cent.

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Dear Sirs,—Replying to your favor of May 30th, would say that the "ZEPHYR" Ventilator is giving good satisfaction.

Yours respectfully,
J. E. HAWKINS.

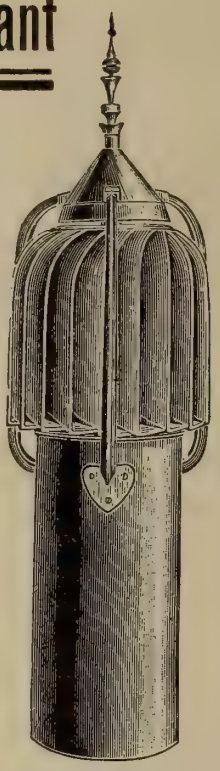
The Price is Inconsiderable in Comparison with the Results

Mannfactured by

THE J. W. HARRIS COMPANY, LIMITED

SUCCESSORS TO LESSARD & HARRIS, CONTRACTORS

Montreal.



THE AEOLIAN VENTILATOR
(Can be supplied in copper, if so desired)

Phone No. Parkdale 1809

Post Office and Telegraph Address Swansea

The Dominion Sewer Pipe Co., Limited

Swansea, Toronto, Ont.

This is a good time to order your stock.



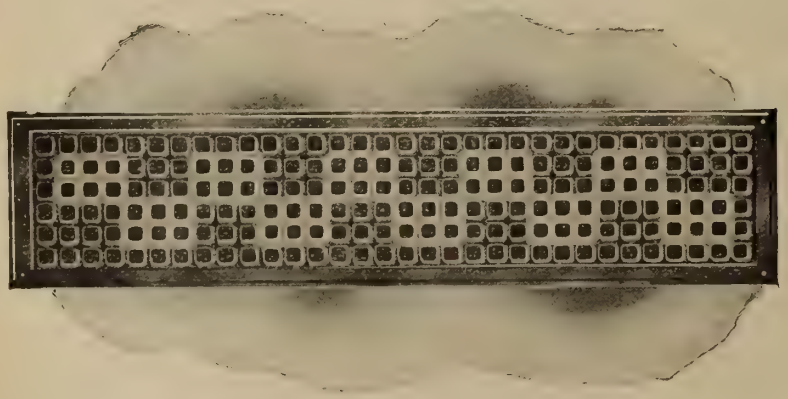
VITRIFIED SALT GLAZED

SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

The Dominion Sewer Pipe Co., Limited

Works: Swansea, Toronto, Ont.

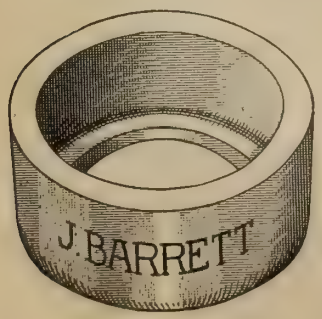


Wrought Steel One-Piece Screens

For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches.

Hart & Cooley Co.

New Britain, Conn., U.S.A.



HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00	per 100
3-in.	"	$7.00	" 100
3½-in.	"	$8.00	" 100
4-in.	"	$9.00	" 100

Complete list on request

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

371 Elgin Avenue, - WINNIPEG, MAN.

RETURNED
JUN 4 - 1906
To
Card Back 51
Page 22

ROBERTSON'S



MONARCH No. 1

A RELIABLE BABBIT

manufactured by a reliable firm. Contains a large percentage of

Tin, Antimony, Copper

with sufficient lead to act as a lubricant requiring the minimum of oil.

It Keeps Bearings Cool

Stands heavy pressure and high speed.

Price, 30cts. per lb.

TRY IT

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

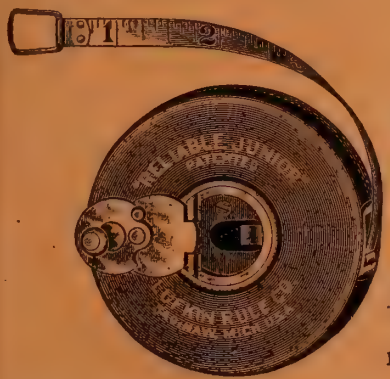
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. **New York City Branch**—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve  Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Newmarket" Horse Clippers
"Newmarket" " " (Power)
"Grand" Ball Bearing Horse Clippers
"Warwick" Wide " "
"Warwick" No. 1 and No. 2 " "
Goodwood " "
Handicap " "
Despatch Toilet Clippers

Manufactured by Messrs. Burman & Sons, Limited, of Birmingham, England, (established 1871).

SALES AGENTS FOR CANADA:

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

DOMINION OF CANADA SALES AGENTS

United States Steel Products Export Company,
Sheet Steel and Tinplate Department, NEW YORK.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

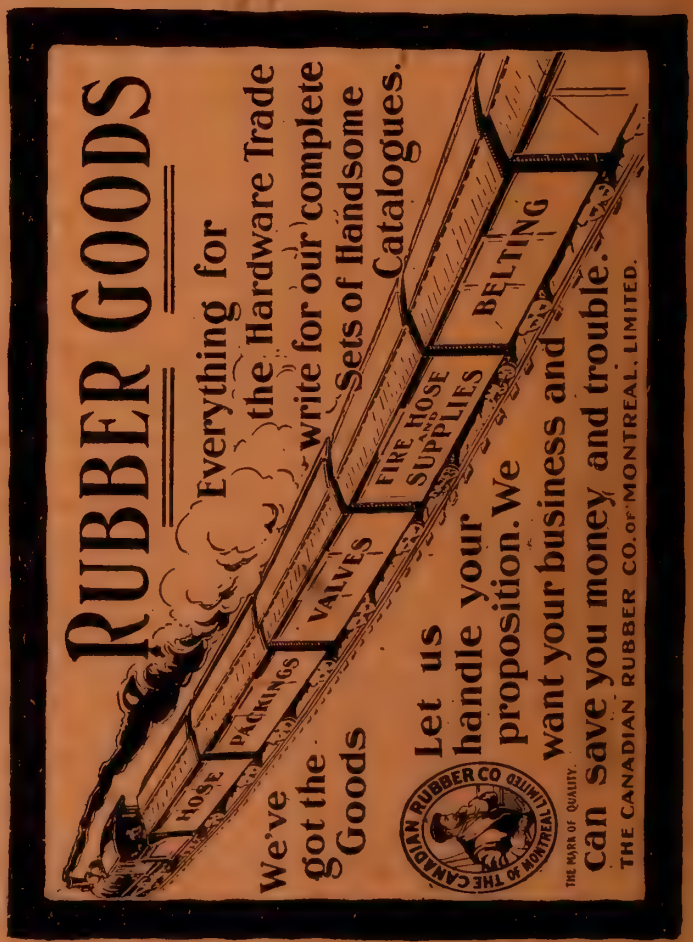
THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.



CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, MAY 26, 1906. NO. 21.

E. M. BICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY



BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

EVERY SHEET BRANDED

Unscrupulous dealers have been known to ship out bundles with a sheet of "Queen's Head" on top and cheap unbranded sheets inside. Every sheet of "Queen's Head" and "Fleur de Lis" is branded and the quality guaranteed

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

IT IS A FACT

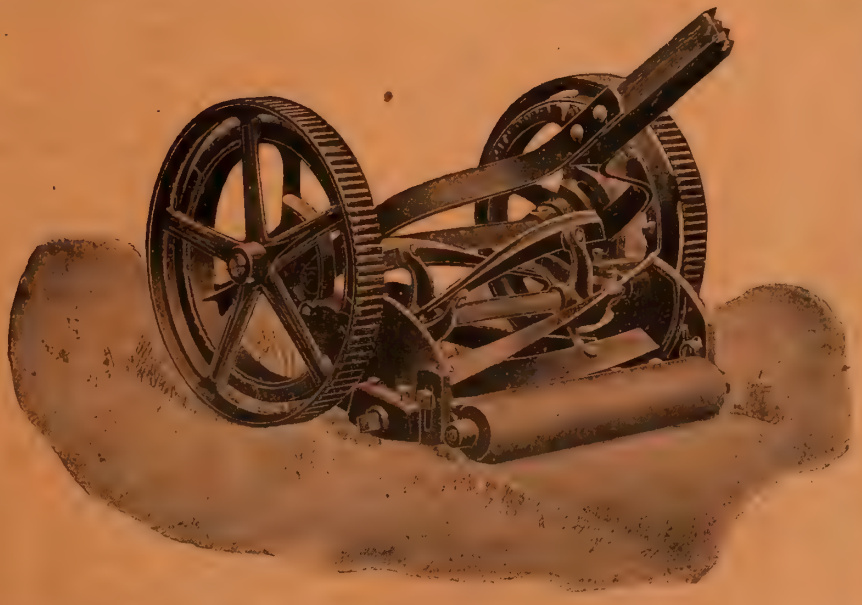
that where our

Lawn Mowers

have been taken in preference to "others," the hardwareman has come in for more trade.

Will you make a test of this assertion by asking your jobber to give you a supply of Taylor-Forbes mowers?

We will send you a copy of our **Lawn Mower Catalogue** "right now" if you will merely drop us a line.



TAYLOR-FORBES COMPANY, LIMITED

The Largest Manufacturers of Hardware in Canada.

TORONTO: 1088 King St. West
Head Office and Works: GUELPH, ONT.
MONTREAL: 122 Craig Street.

See Classified List of Advertisements on Page 79.

ICE CREAM Freezers

Gem - Blizzard - Twin

are the three leading styles of freezers we are handling—all sizes from 1 quart up in stock.

Ice Picks	ICE TONGS	Ice Breakers	ICE TONGS	Ice Shavers

Water Coolers
Water Filters
Ice Boxes
Refrigerators, etc.

WRITE FOR PRICES

RICE LEWIS & SON

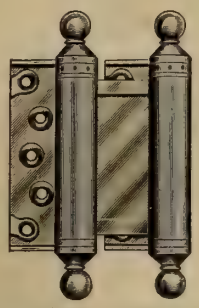
LIMITED

TORONTO.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

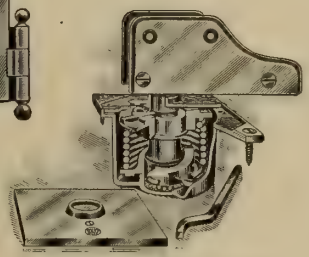
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOORHINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

GET OUR PRICES ON

REVOLVERS

Harrington & Richardson. Iver Johnson

Sizes 22—32—38 Calibre

Hammerless

Never out of style. Always up to date.
The best is what you want.

THOS. BIRKETT & SON CO., LIMITED

OTTAWA, ONT.

Other Tools are very Good Tools, but

"YANKEE TOOLS"

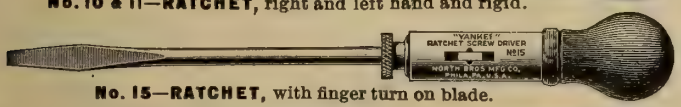
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



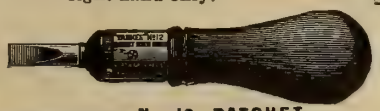
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET -right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



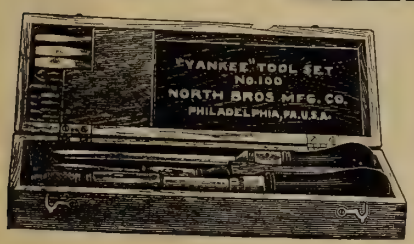
No. 12—RATCHET, with stub blade.



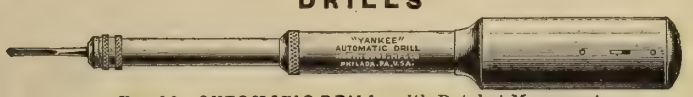
No. 60—POCKET SCREW DRIVER.



Countersink, for spiral ratchet screw driver.



DRILLS



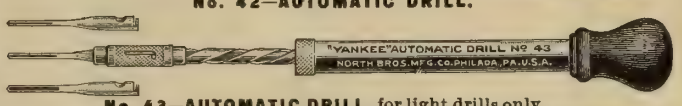
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

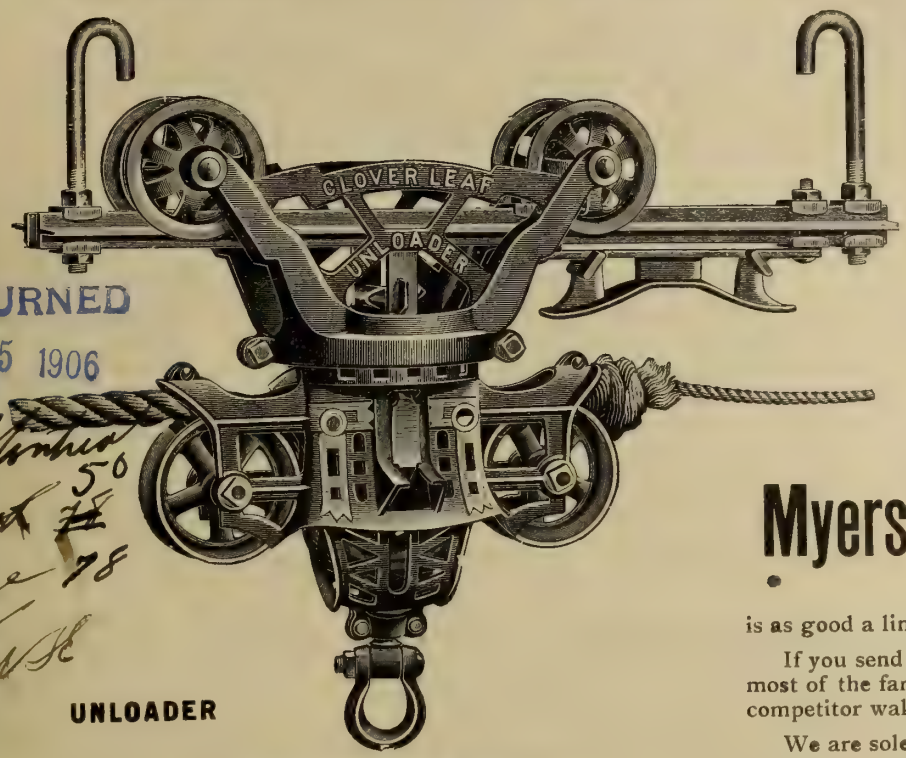
Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

SELL LIVE GOODS



RETURNED
MAY 25 1906

UNLOADER

No. 1031—For Double Steel Track
No. 1032—For Wood Track

Because your grandfather made money out of some of the goods you're carrying, it's not saying that you can—that was fifty years ago.

To make money these days, you've got to get ahead of the other fellow some way. The best way is to get a good selling line that he doesn't handle, but don't take too long to think it over, or you may be the one to be left behind.

Myers Haying Tools

is as good a line as you could choose.

If you send us an order now, you can supply most of the farmers near your town before your competitor wakes up.

We are sole agents for this district. If you send your order direct, they will only refer you to us, so you might as well send it here in the first place and save time.

We stock the full line, including Unloaders, Forks, Hay Fork Pulleys, Steel Track, Rafter Brackets, Floor Hooks, Hanging Hooks for Steel and Wood Track, Slings, Sling Pulleys, all kinds of Hay Fork Rope, etc.



HARTZ HAY FORK PULLEY

No. 709—Self-oiling, Steel Frame, 4¼ x 1½ in. Iron Sheave



OPEN

No. 670—Lock Lever Fork



SET

No. 670—Lock Lever Fork

LEWIS BROS. LTD.

OTTAWA TORONTO MONTREAL WINNIPEG VANCOUVER CALGARY

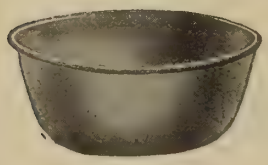
Davidson's Cereal Steam Cooker and Vegetable Boiler



Stew Pan with Enamel Cover



Wire Egg and Vegetable Boiler



White Cereal Dish

A Really Fine Cooking Utensil

No Heat Wasted by Radiation. Inside Dish not Exposed to the Air, as it is Entirely Surrounded by Steam.

Comprises Four Practical Cooking Utensils.

BUILT TO LAST

Is in Great Demand and Sells at Sight
Send for Circular and Prices

Sizes and Description :

No. 13.—One No. 5 Stew Pan ; One Wire Vegetable or Egg Boiler ; 1 3-qt. Cereal Dish.

No. 15.—One No. 5 Stew Pan ; One Wire Vegetable or Egg Boiler ; 1 5-qt. Cereal Dish.

No. 35.—One No. 5 Stew Pan ; One Wire Vegetable or Egg Boiler ; the Cereal Dishes, one each 3 and 5-quart.

Made in "Premier" and "Colonial" Enamelled Steel Ware

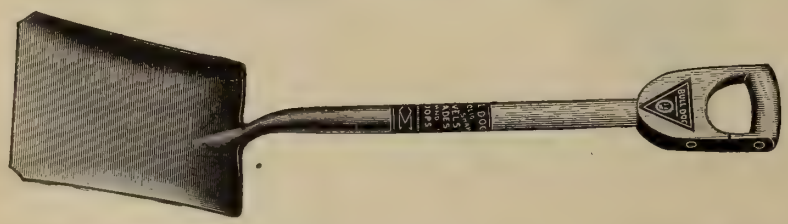
THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

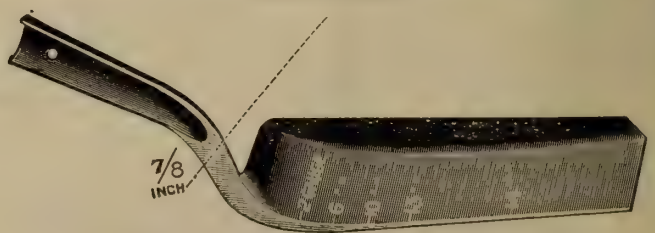
POINTS WORTH NOTING

Some qualities of the **BULLDOG** Shovels and Spades

One piece shovel, forged from the bar, without weld or rivet having solid neck and thick centre line on the blade, tempered in oil, straight chucked handle [illegible] placed when broken.



Notice solid shank



Sectional view of finished one piece "Bulldog" shovel showing gauge of steel or thickness at different points.

CANADIAN SHOVEL and TOOL CO., Limited

HAMILTON, - CANADA

WRITE FOR CATALOGUE

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Wholesale Only

138-140 WEST FRONT STREET, TORONTO

Only Wholesale

ICE CREAM FREEZERS



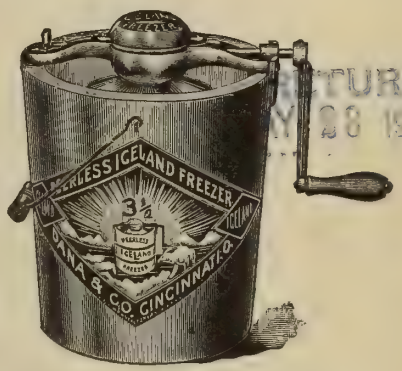
RETURNED
MAY 28 1906

"Frezo" Freezers
Sizes 1, 2, 3, 4, 6 Quarts



Ice Chipper

Fly Wheels for 16 and 20 Quarts



"Peerless Iceland" Freezers
Sizes 2, 3, 4, 6, 8, 10, 12, 16, 20 Quarts

Makes ice cream in four minutes. Full size tubs and cans. Tubs are made of the best quality of lumber and cans of the strongest and best coated tinplate. Dasher is of an improved type, double scrapers fastened in the same manner as in Peerless Iceland. Gear frame heavy and strong. Turned by gears fastened on can top. The best constructed freezer of this type.

Has the fewest parts and only one motion—all that is necessary for the freezing of smooth, delicious cream in three minutes. The can revolves around stationary dasher. The quick freezing is accounted for by the peculiar construction of the dasher and the way it handles the cream set in motion by revolving can.

AMERICAN TWIN FREEZER

Freezes two flavors of ice cream, or an ice or sherbet and ice cream, at one and the same time, in one freezer.

Something Entirely New—Never Done Before.

A freezer to make two flavors at one time has been long wanted. In families some prefer one flavor, others another; some prefer ice cream; others a water or ice sherbet, so some had to be dissatisfied no matter what was made in the old time freezer.

RETURNED
MAY



"Twin Freezer" Size 2, 3, 4, 6 Quarts

In the American Twin Freezer the can is divided in two parts by a vertical partition. The dasher carries two sets of scrapers, one set fitting in one side of can and the other set in opposite side. The can cannot be turned as in old style freezers, because of the partition. It is, therefore, swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **pails are of cedar** (the best wood known to resist water) **with electric welded wire hoops,** which are guaranteed not to break or fall off; cans are of heavy tin plate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak; the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

We Ship Promptly

Factory: Dufferin Street, Toronto, Ont.

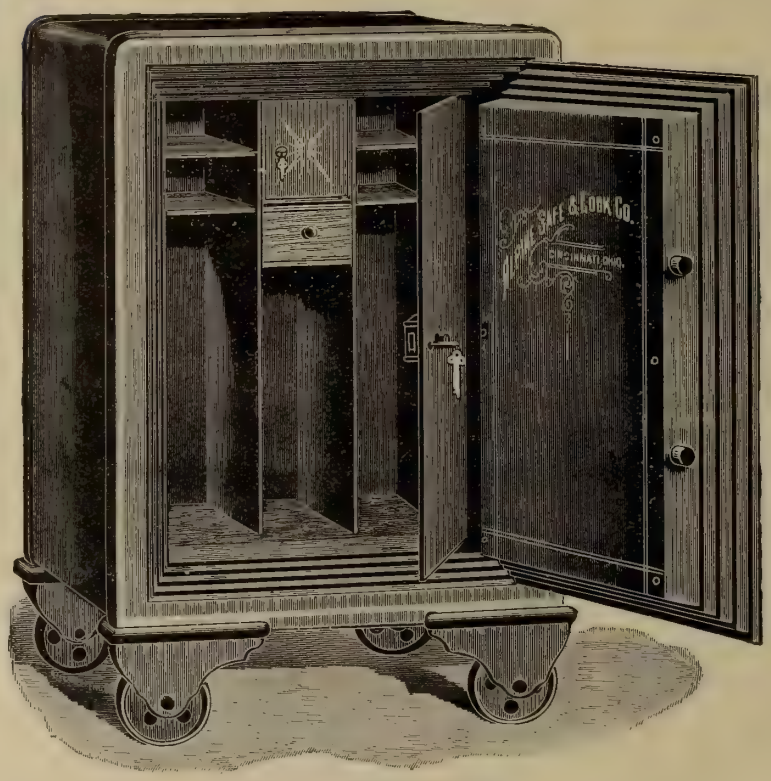
Our Prices are Right

We bid for your business on the merits of our merchandise and the lowness of our prices.

ALPINE SAFES

RETURNED
JUN 25 1906
To Answer
Cor Book 51
page 89

Guaranteed Fire Proof



Highest Grade Strongest and Best on the Market

No. 47. Weight 1250 lbs.

Outside measure, 41 x 27 x 26 inches.
Inside measure, 26 x 18 x 14 inches.
Four Pigeon Holes, 3 x 6 x 12 inches.
Two Book spaces, 19½ x 6 x 14 inches.
One Book space, 16½ x 5⅝ x 14 inches.
One Drawer, 3 x 5¼ x 12 inches.
Sub-Treasury, 6¼ x 5¼ x 12 inches.

To-day is the day to see us for safes. The longer you wait the more you lose.

THE HOBBS HARDWARE CO., LIMITED

LONDON and TORONTO

Did you make money out of the sporting goods trade last year?

Once more we return to the subject of your sporting and fall goods trade.

A year ago we asked you the question appearing at the top of this page. We suggested that if you had not made money you should try trading with us. For one reason or another a great many merchants must have taken our advice for our trade in sporting goods enjoyed a large increase.

RETURNED
JUN 4 - 1906



Our new sporting goods catalogue for **1906-7** is just out. It is larger than last year; completer lines and new goods the cause.

It covers the sporting goods ground. It shows guns from the boy's 16-gauge sparrow shooter to the $200 **Parker** gun for the expert trap shooter. Rifles, revolvers and ammunition are listed as completely as the guns. Full lines of **fishing tackle,** snowshoes, skates, animal traps and other accessories are also shown.

To help in the selection of a good line of **horse blankets** and cattle chains a few pages are added covering those items. Have you placed your fall order for these goods yet? Won't you get our prices first?

We are so proud of Harrison Bros. and Howson's **English silver plated** table ware which we have sold in Canada for 25 years, that we have devoted some space to it in the new catalogue. You should buy this line. The quality is better and the price lower than American goods.

Is it not better to trade where you get the variety?

Use the coupon in asking for a catalogue.

Frothingham & Workman

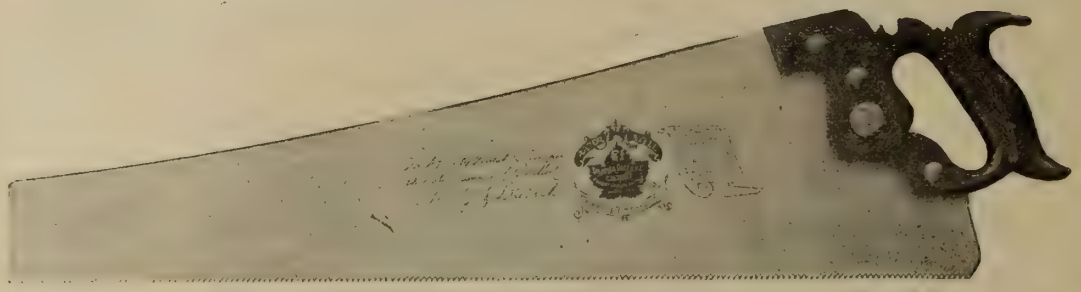
Limited

Wholesale
Hardware and Iron Merchants

1809 Montreal, Canada. 1906

DETACH HERE
Send copy of Sporting and Fall Goods Catalogue
To
Date

Canada Leads the World in the Manufacture of HIGH-CLASS SAWS



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



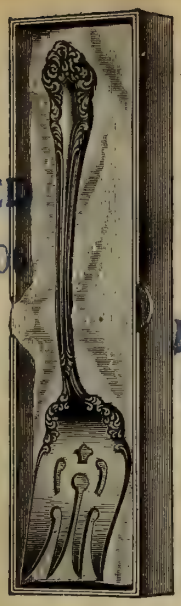
No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**



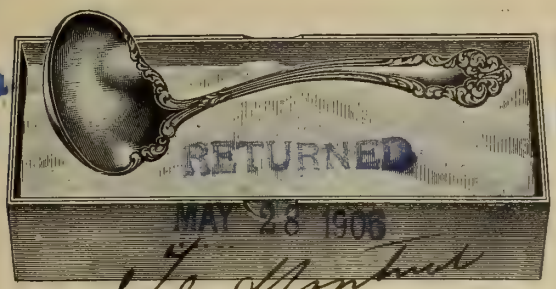
Avalon
Cold Meat Fork

Avalon
Tea Spoon



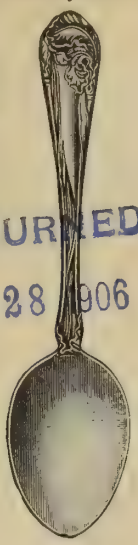


Flower de Luce Pie Server



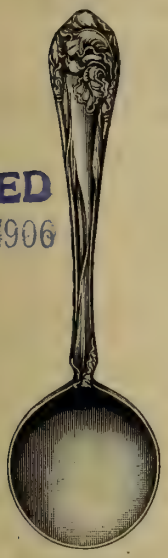
Avalon Ladle

Flower de Luce
Tea Spoons

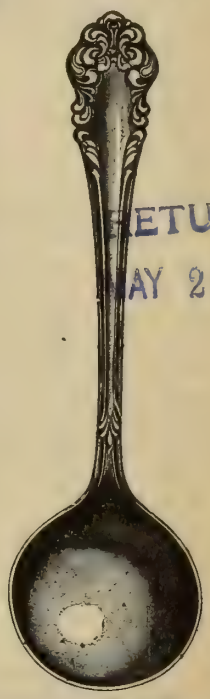


Flower de Luce
Cold Meat Fork

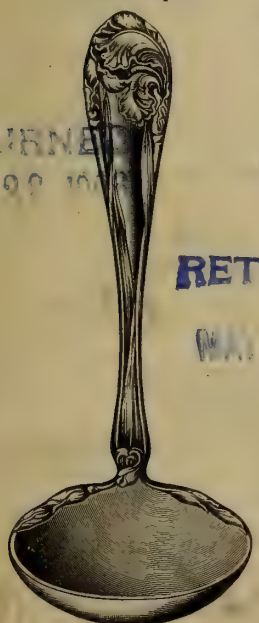




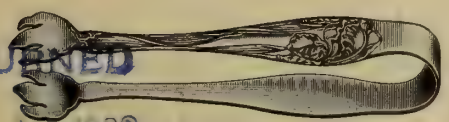
Flower de Luce
Bouillon Spoon



Avalon Bouillon Spoon



Flower de Luce
Gravy Ladle



Flower de Luce Sugar Tongs



Avalon Coffee Spoons



Avalon Berry Spoon



Flower de Luce Berry Spoon

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is so heavily plated and so well known that no hardware merchant should have trade pass him and go elsewhere through having an inferior line only.

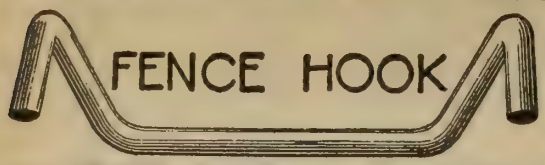
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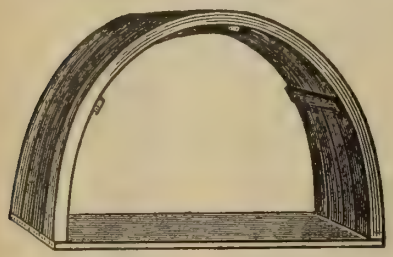
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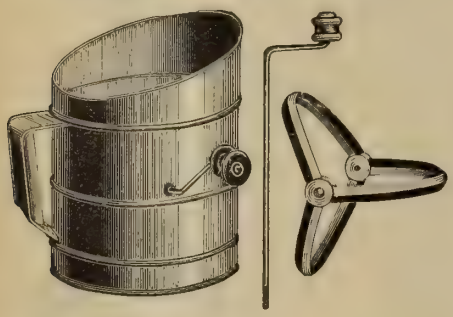
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We use strictly first-class material, and good workmanship.

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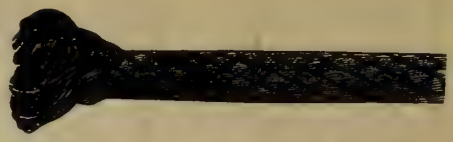
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ASBESTOS SAD IRONS

AN IRON FOR EVERY PURPOSE

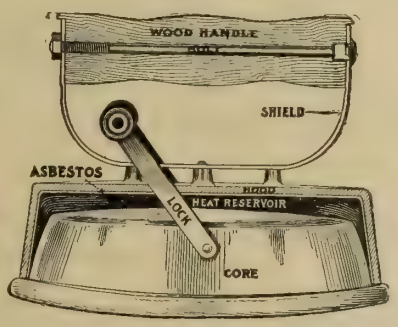
The Goods

For fifteen years The Dover Manufacturing Co. has devoted its **entire efforts** to producing a **perfect** sad iron.

The result is the **Asbestos Sad Iron** as it is now constructed. Examine the **Sectional View** shown herewith, and you will see a feature which no other sad iron possesses—an **asbestos-lined hood or cover.**

This hood does two things: (a) It retains the heat in the iron; (b) it renders absolute coolness and comfort in the handle.

While the heat-retaining qualities of Asbestos Sad Irons are always appreciated, **the cold handle feature** is a specially strong selling point in the hot days of summer.



If you, Mr. Hardware Dealer, desire to handle goods that will **please your customers**—be sure to stock Asbestos Sad Irons. Do it **now,** when you can make the "cold handle feature" a special argument.

Ask for our Descriptive Booklet.

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The Dover Manufacturing Co. believes in co-operation. We co-operate with the trade in every way possible.

Following are the three chief articles of our creed—

First—**We believe in co-operating with the trade by furnishing goods which will satisfy the final consumer—and thereby gratify the dealer.**

Second—**We believe in co-operating with the trade by liberal advertising.** Note the fact that we are using larger space to advertise Asbestos Sad Irons in magazines which women read than has ever been used in exploiting a household utensil.

Third—**We believe in co-operating with the trade by establishing and maintaining minimum retail prices.** The Dover Manufacturing Co. cannot afford to have Asbestos Sad Irons in the hands of price cutters We therefore refuse to sell dangerous trade. We cut off the supply of dealers who will not adhere to our policy.

ASK YOUR JOBBER FOR PRICES. **THE DOVER MFG. CO.** CANAL DOVER, OHIO.

CO-OPERATION expresses the true economic relation which should exist between the Manufacturer and the distributer of his goods.

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To Montreal
Ledger 50
Page 81
M 86

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No. 3999



All our pliers branded **A★1**, and manufactured by ***THE R. BERG HARDWARE CO.***, are first in quality, workmanship and highest grade of material. No article leaves our factory which has not been properly tested.

In buying these goods you have therefore a guarantee to possess a first-class tool.

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Do you wish good ***VALVES ?***

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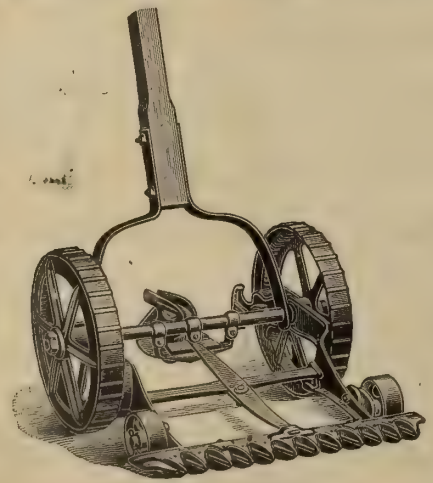
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Clipper Lawn Mower Co.

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That will Kill all the Weeds in your lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear.

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No. 1—12 in. Mower	$4 50
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Pony, 24 " "	13 50

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But just a word about values. Our goods are made outright in our own factories and in quantities that enable us to offer you exceptional advantages. We are the largest makers of spoons and forks in the world.

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DOMINION BELTING CO. LTD.
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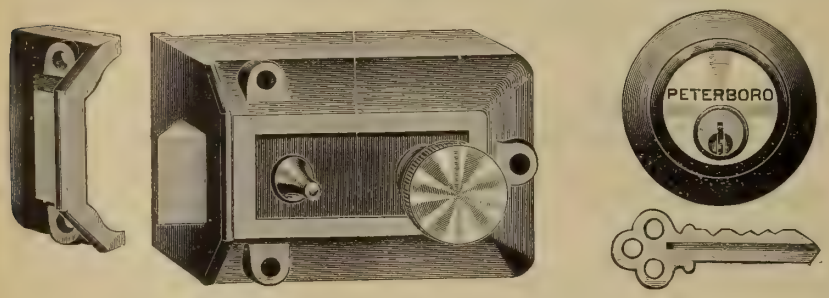
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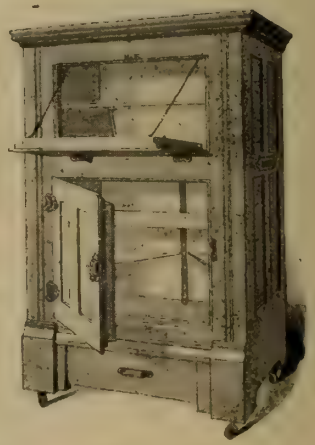
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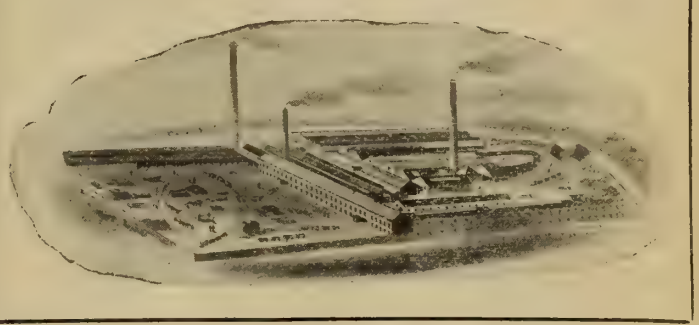
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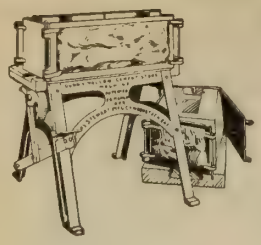
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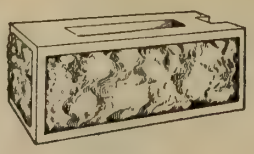
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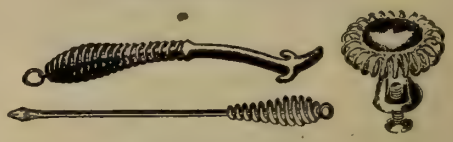
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Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

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Bowmanville, Ont.



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Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

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LIQUID METAL POLISH

There is nothing better. Prices on request.

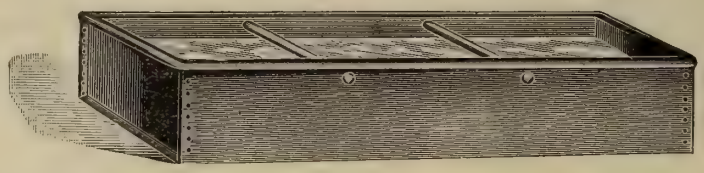
Royal Compo

For polishing old harness, etc. Royal Compo makes a brilliant jet black Waterproof Polish. Improves the leather, and will not come off and soil the hands.

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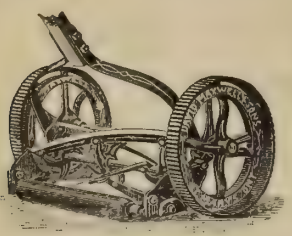


Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.

The Steel Trough & Machine Co., Limited, - - - Tweed, Ontario.

MAXWELL LAWN MOWERS

Maxwell High Wheel

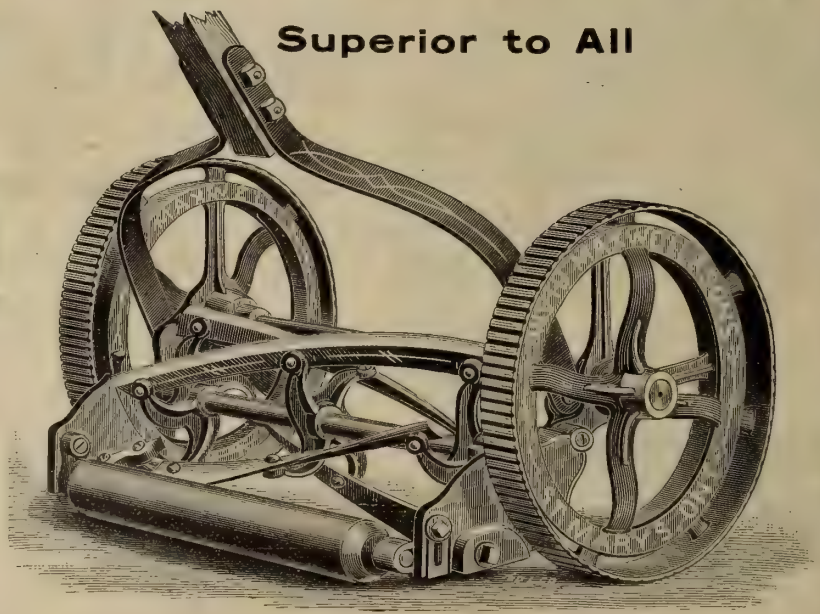


0½ inch. 4 knives; from 12 to 20 inch; made with ordinary or patent BALL BEARINGS.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality

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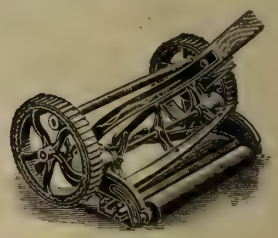
Superior to All



MAXWELL "GIANT" LAWN MOWER

11½ in wheel. Specially suited for BOWLING GREENS and LARGE LAWNS. Patent Maxwell Ball Bearing. 5 knives. Made only in 21, 23 and 25 in. sizes.

Maxwell Low Wheel



8 inch. 3 or 4 knives; made from 12 to 18 inch. Quality and weight considered, no other cheap mower approaches it for value.

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DAVID MAXWELL & SONS, ST. MARYS, Ontario, Canada



Improved Steel Wire

Trace Chains

Every Chain Guaranteed.

Gives Universal Satisfaction.

The B. Greening Wire Co.
Limited

Hamilton, Ont. **Montreal, Que.**



Graved Inside of It "Quality"

If it were possible for you to open every strand of

DILLON HINGE STAY FIELD FENCE

you would find the quality as good within as without.

That comes from selecting wire that we ourselves know to be good—that we cannot be deceived on.

Besides getting this quality in the "Dillon" you get strength, and at less money, too. For instance, we do not charge you any more for No. 9 Wire, the breaking strain of which is estimated at 2,200 lbs., than some makers charge you for Nos. 12 or 13 with estimated breaking strains of 1,182 and 921 respectively—***a good 100% to the "Dillon's" credit.***

If you desire "full value" invest in ***Dillon*** stock.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.
Negotiable Receipts Issued.
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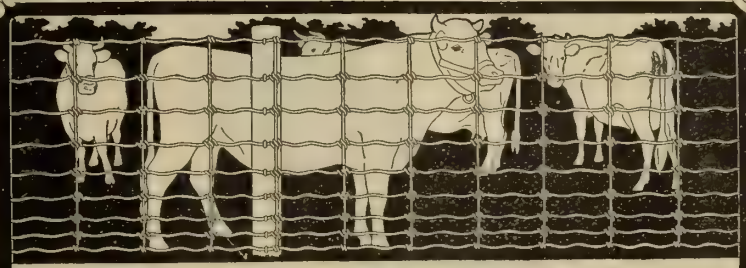
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Write for complete illustrated catalogue.

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Why You Should Sell THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

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ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.



Pink's Lumbering Tools

MADE IN CANADA

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Round Bill Peavys, Handled in Split Maple

Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants. I can furnish you with the

Brazil Patent Snow Plough and Road Maker; also The DesJardin Patent Log Sleighs

Send for Catalogue and Price List

THOMAS PINK, Pembroke, Ont., Canada.

Long Distance Phone No. 87



If you sell a customer a better article, at a cheaper price, than he has been getting, will he come back to your store?

Experiment by pushing DOMINION AMMUNITION for a month and carefully note the results.

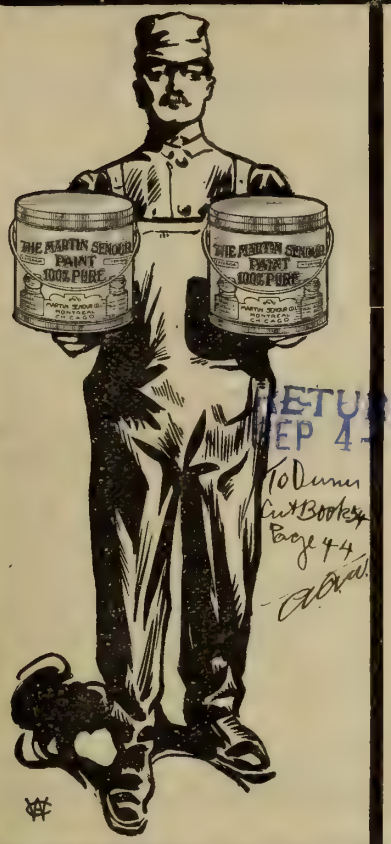
Your competitor may be doing this now. Think it over.

DOMINION CARTRIDGE COMPANY LTD

MONTREAL

Send for Price Lists and make enquiries about the quality

When ordering ammunition through your jobber, specify "Dominion"



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To Dunn
Cut Books
Page 44

GOOD STUFF TO HAVE ON HAND

That's the verdict of dealer, painter and everyone who knows **The Martin-Senour Paint.** And that will be your opinion, Mr. Dealer, if you begin handling it. We have an attractive proposition for dealers which we would like to tell you about. Something that will interest you and make you some money if you are ready to take advantage of

A GOOD THING

Anyone who has ever handled The Martin-Senour Paint can tell you that its the pure unadulterated paint that wins out—that gets the trade and holds it. **The Martin-Senour Paint** is 100 per cent pure that's why it doesn't take a back seat for any other paint on the market—it doesn't have to for it's what the trade demands. The question is are you ready to let us help you make the profit that **The Martin-Senour Paint** always makes for dealers? Write to us about it.

THE MARTIN-SENOUR CO., Ltd.
142-144 Inspector St., Montreal.
2514-2522 Quarry St., Chicago. (Est. 1878)

The Winnipeg Paint & Glass Co., Limited. Winnipeg.

The Maritime Paint & Varnish Co., Limited. Halifax, N. S.

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"BEST" MOPS — TOWEL ROLLERS



No. 20H CAN OPENER

When it comes down to the fine thing,—that is,

Quality, Workmanship, Durability, Usefulness, Finish,

our goods stand without a peer.

THEY ARE SOLD BY ALL THE LEADING JOBBERS

Made by

THE CUMMING MANUFACTURING CO., LIMITED

RENFREW, - ONTARIO



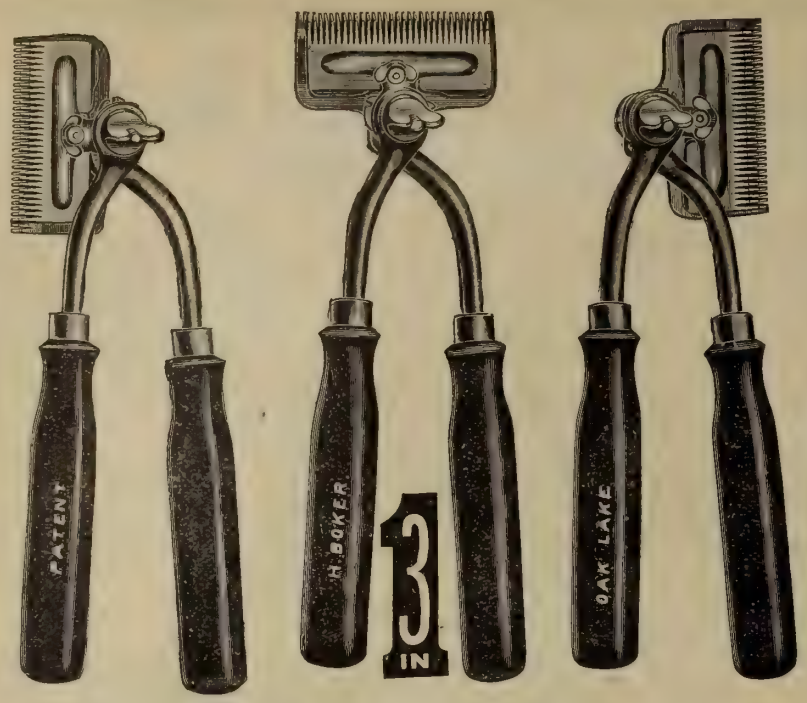
No. 600H CAN OPENER

MINCING KNIVES — POTATO MASHERS



No. 700H CAN OPENER

The Finest One-Man Horse Clipper Made.



One Man Can Clip a Horse without any other Help.

Henry Boker's Oaklake

Patented Reversible Horse Clipper

FOR SALE BY LEADING WHOLESALE HOUSES



A GOOD LINE

Beaver Post-Hole Digger

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break. Special discounts to the trade.

Canada Foundry Company, Limited

Head Office and Works, Toronto, Ont.

District Offices; Montreal, Halifax, Ottawa, Winnpeg, Vancouves, Rossland

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R. E. THORNE & CO.

The only bronze powder works under the British flag.

High grade bronze powders and bronze liquids.

Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Hardware Dealers and Glass Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

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HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipments

The Imperial Cement Co., Limited

Makers of the Celebrated Brand

"IMPERIAL" PORTLAND CEMENT

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USE

"HERCULES" BRAND

PORTLAND CEMENT

Manufactured by

THE GREY & BRUCE PORTLAND CEMENT CO.

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SILICA BARYTIC STONE CO.

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Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

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Ask for quotations for Septic Tanks.

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Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.

Emlyn Engineering Works NEWPORT, MON., ENGLAND



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

CONCRETE EVIDENCE OF POWER

MAXIMUM LIGHT GLASS

ALWAYS TRIUMPHS

You know the difference between Facts and Fiction.

You see this illustration of "H. Walker's" store? It doesn't look like a fiction picture, does it?

The illustration is given to show 5-in. square crystal tiles in stallboards and in fanlights, ground floor.

You can see yourself how these tiles are put in, but you would have to be in the store to know the result of the installations.

"The result" is the wonderful part of "MAXIMUM LIGHT GLASS."

Samples and prices sent to any Hardwareman.

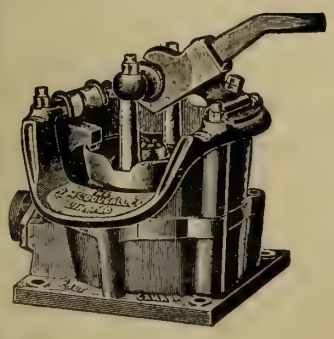


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GLASS IMPORTERS AND MANUFACTURERS

DIAPHRAGM PUMPS



402

These pumps are used wherever large quantities of water are to be handled fast. The construction permits loose gravel. etc., to pass through the valves. Valves can be taken out without tools. Used by Contractors and, say, for a shallow mine, they are just the thing. We have suction hose for these Pumps too, and we also make a specialty of filling telegraph orders. A copy of our book is asking for your address.

McDOUGALL PUMPS ARE STANDARD PUMPS

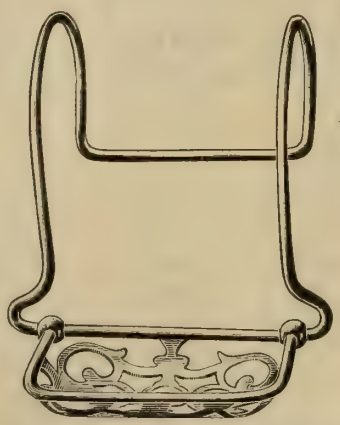
The R. McDougall Co., Limited

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QUALITY TORONTO FINISH

A NEW SOAP DISH!

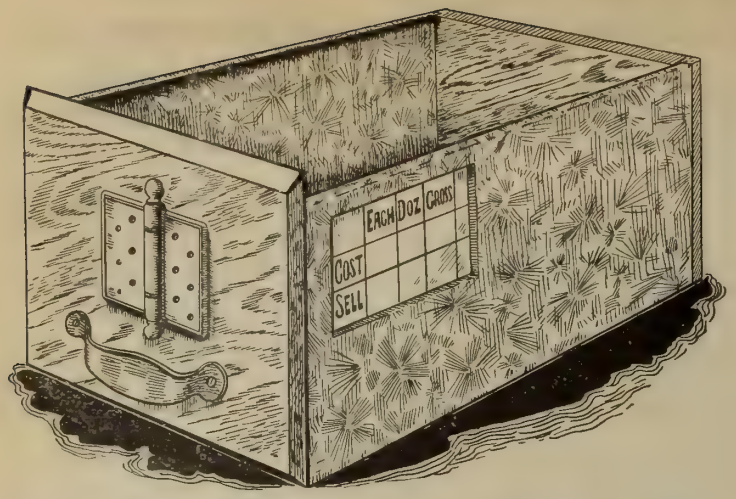
AT MEDIUM PRICE



No. 325 in our new Catalog "B2"

THE CARRIAGE MOUNTINGS CO., Limited

TORONTO



The Bennett Metal Shelf Box Has

1. ***METAL SIDES*** This saves at least 20 per cent. shelf room; makes a stronger box and is cheaper than wood.
2. ***OAK FRONT*** Hard oil finish, and bevelled, the goods are displayed on the front of the box and in this way the sales are increased.
3. ***LIP . . . .*** Note the lip on the front of the box, this lip fits tight against the shelving and keeps out the dust.
4. ***PRICE CARD*** This card is inserted in a depression and never becomes soiled.

Write for Illustrated Folder and Price List.

CAMERON & CAMPBELL, Toronto, Sole Manufacturers for Canada

Do you want a tinsmith?

Do you want him at once?

Do you want replies from all parts of Canada?

There is only one paper can reach the tinsmiths in all parts of Canada.

Insert a want ad. in

HARDWARE AND METAL

RATE—
2c. per word for first insertion.
1c. " " " subsequent insertion.

ORDER IT

The

Celebrated Double Truss Ladder

is the favorite with **Fruit Pickers, Tinsmiths,** etc., because it has greater strength and is more serviceable than ordinary ladders.

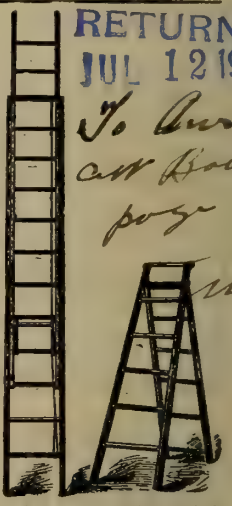
It will pay you to write us about this Ladder.

BERLIN WOODENWARE CO., - BERLIN, ONT.

Manufacturers of Ladders for all kinds of use, Lawn Settees, Supporters, Etc.

WESTERN Branch:
Winnipeg, Manitoba.
Messrs. BALLENTINE & CO.

Eastern Agencies:
PHILIPS & SMITH, Montreal.
H. L. & J.T. McGOWAN, St. John, N.B.
CROWELL BROS. Halifax, N.S.



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JUL 12 1906
To Annie
att Book 3-2
page 70
W.S.E.

Eliminate every element of chance by selling

KEMP'S

DIAMOND ENAMELLED WARE



The kind that gives satisfaction. Every piece guaranteed. Orders filled promptly.

KEMP MANUFACTURING CO., TORONTO, ONT.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

THE PROGRESS OF THE GREAT WEST

IMMIGRATION AND ITS EFFECT ON CANADIAN TRADE

An examination and analysis of the official immigration returns convinces the inquirer, as nothing else can convince him, of the immense proportions of the world-wide movement of population towards western Canada and the great advances that have been made in the last ten years. It is even more convincing than to see with one's own eyes the flow of incoming population from the east through Winnipeg and from the south through Moose Jaw, for the new arrivals are soon lost to sight in the insatiable western prairies which seem to be able to absorb and support all the people who come to them in a hundred years. The newcomers are soon lost to sight and they seldom come back.

A writer in the Montreal Herald has caught the spirit of the spectacle and he gives it picturesque expression in the following:

"What strikes one as the most notable, and in many ways the most satisfactory, point about this huge immigration business is that all those thousands of people who now almost daily pass through on the way to the West seem never to be heard of again. Where they go, what they do, how they live, what becomes of them in any one way or another, we never have to ask. They go, the West swallows them, they do not come back asking help. What could be more satisfactory?"

It is just because these incoming thousands are so quickly lost to view that a study of the actual immigration returns is more convincing even than the sight of the incoming home-seekers. Reports have recently been issued by the Dominion Government giving the immigration returns up to June 30th, 1905, the close of the last fiscal year. The summary showing in comparative tables the steady increase in immigration during the last ten years is particularly interesting and instructive.

Analysis of Immigration Figures.

	Great Britain and Ireland.	Europe and Iceland.	United States.	Total.
1895-6	12,384	4,451		16,835
1896-7	11,383	7,921	2,412	21,716
1897-8	11,173	11,608	9,119	31,900
1898-9	10,660	21,938	11,945	44,543
1899-0	5,141	10,211	8,543	23,895
1900-1	11,810	19,352	17,987	49,149
1901-2	17,259	23,732	26,388	67,379
1902-3	41,792	37,099	49,473	128,364
1903-4	50,374	34,785	45,171	130,330
1904-5	65,359	37,255	43,652	146,266
	247,335	208,352	212,590	668,277

The following statement gives the increase or decrease for the immigration of the fiscal year for the principal countries from which settlement originates.

Country.	1903-4	1904-5	Inc.	Dec.
English and Welsh	36,694	49,617	12,923	
Scotch	10,552	11,744	1,102	
Irish	3,128	3,998	870	
Total British	50,374	65,359	14,985	
United States	45,229	43,652		1,577
Total Anglo-Saxon	95,603	109,011	14,985	1,577
Continental—				
Hebrew	3,727	7,715	3,988	
Galician	7,729	6,926		803
German	2,966	2,704		262
Italian	4,445	3,473		972
Russian	1,955	1,916		39
Swedish	2,151	1,847		304
Finns	845	1,323	478	
Hungarian	1,091	981		110
Austrian	516	837	321	
Belgian	856	796		62
Bukowinian	1,578	1,123		405
French	1,534	1,743	209	
Japanese		354	354	
Polish	669	745	76	
Danish	417	461	44	
Norwegian	1,239	1,397	158	
Syrians	369	630	261	
Other continental immigrants bring the total up to	34,728	37,255	2,527	1,577
Total immigration	130,331	146,266	15,935	

These figures are impressive as showing the rapid growth of the world-wide movement Canadawards, and they account for the marvelous development of the Canadian West in recent years; for it must be remembered that, almost without exception, these incoming settlers find their way to the new country west of the Great Lakes. Every able-bodied man who is not afraid of work is pretty sure to succeed and is given a hearty welcome, because it is recognized that it is immigration that "makes the great Northwest." The following doggerel verse sung to the tune of "Mr. Dooley" expresses the prevailing sentiment on the subject:

" 'Tis immigration, 'tis immigration,
America and England send their best.
'Tis immigration, 'tis immigration,
It's immigration makes the great Northwest."

But while the incoming thousands are, as was said above, lost in the great Northwest in one sense, in another and more important respect they are not lost. The result of their coming is seen in the development of the country, in the increased production of wheat and in the rapid and substantial building up of the western towns that supply the increasing population with goods. Can-

adian business men have not been slow to appreciate the lesson of the immigration returns and the trend of population westward. They have devoted increasing attention to the Western Canada market, have established their branch houses in Winnipeg and have reaped the reward of doubled and trebled sales.

The Lesson.

But the immigration figures have a particular meaning for British and American manufacturers if they will but stop to consider. In the last fiscal year two-thirds of the Canadian immigrants were from Great Britain and the United States, the majority of these hailing from the motherland. These people come to Canada with well settled tastes and preferences for the particular brands and classes of goods to which they have been accustomed in their own countries all their lives. Naturally they are most apt to continue to buy these lines of goods if they can get them in Canadian stores, but if they are not able to buy these particular brands when they ask for them the probabilities are that their consumption will be permanently diverted to the lines which they find in their nearest stores. The British and American manufacturers have their opportunity to hold these customers who are leaving their own countries, and through them to extend their trade in Canada in many lines that are not now sold here. Are they alive to their opportunity? If they do not hold these customers when they come to Canada they will be lost in the course of a year or two. The Canadian West affords a constituency already favorable to British and American manufactures, because the people have long been accustomed to using the very lines of goods which it is proposed should be offered them. To sell in the Canadian market is therefore not the same formidable undertaking for a British or American manufacturer as it would be to introduce his goods in a country where they are not already known. Yet, strange to say, many of these manufacturers are devoting their attention to countries where the English language is not spoken and where their goods have to be introduced, to the almost absolute neglect of the promising Canadian market where their goods are already favorably known among a considerable portion of the population. Surely it would be the part of wisdom to follow the line of the least resistance.

Increased Purchasing Power.

Moreover, it should not be forgotten that the purchasing power of these new settlers is, after the lapse of one or two years, very much greater than it ever was, or ever could be, in the countries from which they came. The immigrant, if he is wise, takes up land which he can secure free in some parts of the west from the Government by the performance of household duties or which he can buy from a land company. In the latter case it is a very ordinary thing for the new settler to pay for his land with his new crop. If one crop is not sufficient, the second will pay the balance and leave a surplus. Under these conditions the immigrant is almost immediately in independent financial circumstances and his purchasing power is many times what it was before he left his own country to come to the "Last West." He is therefore a much more valuable customer in Canada than he was in his own country.

The Way to this Market.

How can this market be reached? In one way only, and that is through representation in Canada assisted by judicious and persistent use of printers' ink. It is impossible to handle the trade unless the manufacturer has representation on the spot. There are many reputable manufacturers' agents selling either to the wholesale trade exclusively or to the retail trade, and at any of the offices of Hardware and Metal information will be given gladly as to the standing of these agents.

Carry Stock in Winnipeg.

If possible a stock should be carried in Canada, and if it is the western field to which attention is to be devoted that stock should be carried in Winnipeg. The Eastern Canada firms doing the largest business in Western Canada are those carrying a stock in Winnipeg.

Traveler's Story.

In this connection an actual occurrence told the writer by a commercial traveler is very much to the point. The traveler represented an Eastern Canada hardware firm and he had just completed his first trip through the western provinces. He had met with fair success, but he was very anxious to have a stock in Winnipeg from which to fill his orders.

In a prosperous little town in Saskatchewan he called on a hardware dealer and introduced himself. The dealer knew of the firm from their advertisements in the trade paper, and was willing to give a trial order. The traveler went over his list from his catalogue and he noticed that as he read over the items the merchant was busy writing on a pad of paper. Thinking that the merchant was making a copy of his order the traveler explained to him that he was making a copy in triplicate and that one of the copies would be left at the store.

"Oh, that's all right," was the reply. "Go on with your list."

When the list was completed the merchant remarked:

"I haven't given you a very large order, have I?"

"No, nothing to write home about," was the reply.

"Well, here is a larger order of goods that I must have at once and that I shall send to —— —— & Co., of Winnipeg. Your goods can't be here for three weeks or a month and I need these articles at once. This may help teach your firm to carry a stock in the west."

While the traveler had been calling out his list he had reminded his customer of goods wanted immediately, and he sold more for a rival Winnipeg firm than he sold for his own house.

A man's fortunes are the fruit of his character.

To understand everything is to forgive everything.

A handful of good life is worth a bushel of learning.

The ornament of a house is the friends that frequent it.

Finish every day and be done with it. You have done what you could; some blunders and absurdities crept in; forget them as soon as you can. To-morrow is a new day; you shall begin it well and serenely and with too high a spirit to be encumbered with your old nonsense.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

540. Turpentine.—A correspondent in Russia has asked to be furnished with names of likely firms in Canada to undertake the erection of factories on special lines invented by himself for the manufacture of turpentine.

544. Boiler composition tablets, seed, cylinder and engine oils.—An East Coast firm manufacturing boiler composition tablets, also seed, cylinder and engine oils, desire correspondence with a view to appoint a sole agent for their goods in Canada.

545. Turpentine, paints, varnishes, oils, etc.—An East Coast manufacturer of pure spirits of turpentine, paints, varnishes, cylinder, engine and seed oils, desires to get in touch with Canadian houses requiring same.

546. Cylinder, seed and engine oils.—An East Coast firm is desirous of getting in touch with Canadian houses importing cylinder, seed and engine oils.

548. Silicate cotton, asphaltic roofing felt and stoniflex.—A British firm manufacturing silicate cotton (slag wool) for insulation cold storage and fire-proofing; "Red Hand" asphaltic roofing felt and stoniflex, a felt requiring no annual tarring, are desirous of increasing their Canadian business and invite correspondence.

549. Enamels, oils, paints, turpentine, etc.—An East Coast firm manufacturing all kinds of enamels, sanitary distempers, linseed oils, paints, putty, turpentine and varnishes, invite correspondence with Canadian houses with a view to appointing a sole agent for Canada.

553. Oils, turpentine, tar, resin, etc.—A large East Coast firm of oil refiners and distillers, manufacturing all kinds of cylinder, engine and seed oils, turpentine, tar, and resin, invite correspondence and would appoint reliable firm as sole agent.

554. Portland cement. — An East Coast firm are desirous of placing their special British Portland cement on the Canadian market, and invite correspondence.

559. Anti-fouling compositions for coating ships' bottoms, etc.—A British firm manufacturing anti-fouling compositions for coating ships' bottoms, corrosive compositions for ships' holds, emigrants' fittings, invite correspondence and would appoint reliable agent at Montreal, Quebec, and Halifax, N.S.

580. Steel billets.—A British ironworks company desire to get in direct communication with exporters from Canada of steel billets for rolling down purposes. Large demand for these goods.

590. Vegetable turpentine.—A large East Coast firm of oil and paint manufacturers invite correspondence and negotiations for their pure vegetable turpentine equalling the quality of A1 American at a much less price.

591. Varnishes, etc.—An East Coast firm of paint manufacturers desire to introduce their varnishes, varnish paints, oil and dry colors, lubricating oils and greases, linseed oils and compositions for ships' bottoms, and invite correspondence with those interested.

592. Red oxide.—An East Coast manufacturing firm desire to introduce red oxide on the Canadian market and invite correspondence with firms interested. Prices and quotations will be freely given.

TRADE IN GREAT BRITAIN.

Special Correspondence from HARDWARE AND METAL'S representative at London, England.

Month after month British trade, in the matter of imports as well as exports, continues to progress. The hardware and allied industries are no exceptions. Of course, some branches of these trades are not enjoying the general prosperity, but still, taking all into consideration, everything is satisfactory. During April, exports of manufactured iron and steel revealed a steady increase, making a total increase for the past four months of the current year of £2,571,127. Exports of machinery likewise were on a larger scale, to the extent of some £441,000 for the same four months. Space forbids that further details be given to those other hardware trades which have shown continued progress, but, to harp on Mr. Chamberlain's favorite theme, because all is well is no reason why it should not be made better. If British merchants have succeeded in augmenting their exports to a certain degree, foreign competitors, it must be mentioned, have done likewise. Published statistics showing the relative progress of exports of manufactures from the United Kingdom, Germany, and the United States to the neutral countries of China, Argentine and South America, bring to light the unpleasant truth that Germany and the United States are both securing a relatively stronger grip on these markets. This is particularly the case in various lines of hardware and machinery.

Commercial Agents Needed.

The reason is not far to seek. England wants a Minister of Commerce and a thoroughly organized staff of consuls and commercial agents to help manufacturers exploit these fields. There is every reason to believe that before very long these requirements will be filled. Meanwhile the existing consuls are showing greater activity than ever before. From various quarters of the European continent advices are to hand pointing out openings for goods of British manufacture. In some cases Canadians should be able to obtain a footing. Agricultural machinery, boots, shoes and cutlery, of the best class, it is stated, are required in Rome. Saddlery also is required there, but the dearness of leather here in England is making it difficult for the British shippers to meet the Italians' idea of price. The opening of a railway from Haifa to Damascus, so our consul there states, affords many openings for British goods. Oil engines, hardware, irrigation, and agricultural machinery are particularly in request. Applications to supply the railroad with materials must be sent to the offices of the Hedjaz Railroad at Constantinople. The Foreign Office states that there is a big opening for hardware in Turkey. Iron bedsteads, stoves and cutlery are wanted in Adrianople. Razors are wanted, the German article which now holds the market not being found satisfactory. The Austrian consul at Bourgas reports that scythes and sickles are badly wanted and that agents for the sale of these goods are singularly lacking. In Durazzo and Trebizond there is also a market for scythes of a cheap price.

The above reference to the cost of leather recalls the fact that the Walsall saddlery industry is one of those which are not enjoying as much prosperity as they might wish. Things are in a very depressed condition, so much so that the crisis is probably worse than it has been for very many years. One large firm has had to call a meeting of creditors.

Tin Plate Mills Inactive.

The tin plate mills of Wales are also experiencing a quiet time and it is not long since some dozen of the mills in the Swansea Valley were reported idle. Many others are at present carrying on business from day to day. This curtailment of production, however, is enabling manufacturers of tinware to establish themselves on a sounder basis, and to clear out old stock. Some buyers, taking alarm at the reduced output, are placing orders to cover future requirements.

The cement industry is experiencing a reaction which is about as welcome as it was unexpected. Since the San Francisco earthquake, cement makers in Essex have been flooded with orders for immediate delivery to California for the rebuilding of the stricken city. This, following upon an active demand from the Midlands, has made the cement industry very busy. Truly, one man's misfortune is another man's gain. To the student of economics it is more than this. It is a little practical lesson on the fallacy of the "self-contained" theory.

With the exception of turpentine, the whole group of markets connected with the oil and paint trade is feeling the pleasant influence of Spring.

Labor Disturbances.

That energetic body, the Amalgamated Society of Engineers, has recently made public its 55th annual report. It makes very pleasant reading. The mining, metal, and particularly the shipbuilding industries have prospered; indeed, as far as the last is concerned, the chief yards have work on hand for several weeks, and the demand for marine engines is good. During April 18 vessels of 31,657 tons were launched from Clyde shipbuilding yards. This brings the total for the year up to 160,190 tons and constitutes a record never previously surpassed. But there is a cloud on the horizon. The men in the Clyde yards are threatening to strike unless employers agree to pay them their wages weekly instead of fortnightly. They allow until May 19 for a satisfactory answer to their demands. Masters are firm.

It does seem as though the Eastern Hemisphere is receiving an unusually lengthy visit from the strike fiend, and the injury to business must be enormous. Perhaps the realization of this fact has had something to do with the determination of the executive of the English National Association of Master Plumbers to convert the association into "The Institute of Plumbers (Incorporated)" with the object of "controlling all matters affecting the general status and efficiency of the craft of plumbing." It will be a species of tribunal for settling the disputes of members, and will busy itself with the professional education of plumbers. Meanwhile, the members of a similar association, the Federated Ironmongers' Association, are grieving on account of their inability (sic) to raise £100 to meet expenses which may be incurred in their proposed application for a charter of incorporation. Perhaps a sympathetic brother of the Canadian hardware trade can spare $500 to help them out of their difficulty.

Steamship Service to Hull.

To pass from a small subject to a great—another bond is to bind Canada closer to the mother country. Messrs. Cairns, Noble & Co., of Newcastle-on-Tyne, the Thompson Line, of Dundee, and W. Brown, Atkinson & Co., of Hull, intend to inaugurate a new steamship service between Hull and the Dominion. Although two years ago a similar scheme collapsed owing to insufficient support, it is felt, with reason, that circumstances have now changed to such a degree as to justify a second effort. Hull, of course, is a great centre for Canadian fruit and dairy produce, whilst Yorkshire shippers will likely avail themselves of the new shipping facilities. Certainly, there is a most flattering competition amongst British ports in their efforts to attract Canadian trade. The authorities of Swansea, in view of their exports of coal to the Dominion, are the latest to talk about direct steamship lines.

Reference to matters of transport recalls the fact that Senator Domville is making himself and his proposition conspicuous in the financial world over here just now. He is seeking to secure pecuniary support for the proposed construction of the Canadian Central Electrical Railway between Montreal and Toronto. The results of his efforts have not yet been made public.

Two Important Gatherings.

The Canadian Society of London has secured considerable welcome publicity through the fact that, at a recent dinner, patronized by several distinguished personages, Lord Elgin, Secretary of State for the Colonies, announced for the first time that the much talked of colonial conference will meet here in London in the middle of April next. It is a compliment to Canada that he should have selected that occasion for a statement of such universal interest and importance.

Yet another representative gathering, which will interest Canadians, is the sixth congress of the Chambers of Commerce of the Empire, which will assemble in London on July 10, 11, 12 and 13 next. Lord Elgin will be honorary president, and many topics of real importance to the welfare and consolidation of the British Empire will be dealt with. Such questions as the granting of cheaper postage on British newspapers, uniform parcels post charges in all parts of the Empire, universal penny postage, the appointment of commercial agents throughout the colonies, the unification of the bankruptcy laws of Canada, the embargo on Canadian cattle entering British ports, and other subjects of pressing importance will be carefully debated. Of course, by way of relaxation, there will be a series of entertainments.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.

Executive—Alberta, A. E. Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.

Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer. Winnipeg.

Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; sec etary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg. Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association.

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.

Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

A Western Grievance Remedied.

The attention of Secretary McRobie has been directed recently to a cause of friction between the hardware merchants in Winnipeg and those in the country towns. Winnipeg dealers, owing to their closeness to the jobbing houses, do not attempt to carry stocks of heavy goods such as nails and wire. When they make a good sale of either they have the goods shipped direct from the wholesale house with which they deal. Their profit is made on goods which they have never handled, and their money is not tied up in nails or wire at any time. Consequently they can afford to sell at lower prices than the country hardware dealer, who has to carry a large stock of nails and wire. Moreover, owing to local conditions which it is unnecessary to explain in this connection, the Winnipeg dealers can not get any more profit on their sales in the city of nails and wire than they are getting at the present time.

Now, it occasionally happens that the city and country dealers come into competition on nails and wire. The farmer comes to the city to order his nails and wire and is quoted by the city hardware dealer the same price that obtains in the city. When the farmer adds his freight he finds that he is getting his goods cheaper than he can buy in his own town. The dealer in the country town cannot sell at the Winnipeg retail price plus freight, for the reasons explained, and make any profit on the sale.

This condition of affairs is unfair to the country dealers, who are members of the association, and the secretary has laid the matter before the Winnipeg dealers in a circular letter in which he asks them, before making country sales, to consult him as to the ruling prices in the towns in question.

Travelers to Help.

In the report of the Ontario convention in last week's Hardware and Metal the membership of the mutual insurance committee was given as including the name of C. F. Moorhouse, Toronto. This should have been John J. Coffey, Barrie, the membership of the committee now comprising Messrs. J. J. Coffey, Barrie; John Caslor, Toronto; J. W. Peart, St. Mary's; D. Brocklebank, Arthur, and J. S. Hall, Toronto. The insurance problem affects retailers in outside places even more than in Toronto, and the committee should have a good report to make at the September convention.

In the list of members enrolled as reported last week the names of Thomas B. McDonald, Kingsville, and S. M. Burt, Toronto, were omitted. The membership now stands at 121. Organizer Hodson has had to take a week's rest, so there are no additions to report. Next week, however, should see additional enrollments, as dealers in all parts of Ontario should send in their applications for membership after reading the full report in last week's paper.



J. W. Peacock, Toronto,

Elected Auditor of the Ontario Retail Hardware and Stove Dealers' Association, at the convention last week.

Should Remit Fees.

About eighty of the members enrolled in the association have only paid the provisional membership fee of $2 per year, while the other forty who were present at the convention on the second day have paid up the full $3 fee decided upon as the permanent fee. All members who have not paid the permanent fee will aid the secretary and treasurer materially by forwarding the extra dollar at once. The reasons for the advance were fully discussed at the convention and reported last week. If the association is to be worth anything at all it will be worth $3, and the time spent in circularizing the members for the additional dollar can be better spent on more important matters.

Several travelers have offered to do what they can to increase the membership and blank application forms will be supplied to any traveler who is willing to assist in organizing the trade. This is an excellent opportunity for the travelers to help the retail trade and they will undoubtedly prove equal to the emergency just as the traveling salesmen in Western Canada and the States have helped to boost the associations in these sections.

Getting Down to Work.

The new executive officers are already at work, one member having brought certain matters before the secretary, who has commenced to send out a weekly letter to the various members of the executive committee.

The various matters discussed by the recent convention and referred to the executive for action will be taken up, acted upon, and it is probable that the executive will be called together about the middle of June. As one member writes: "I believe an early meeting of the executive advisable as we must keep the fire red hot even at the expense of some inconvenience to ourselves."

A member of the Mutual Insurance Committee also writes, asking that any member who has the names of any mutual insurance societies or can give any hints or information to the committee to forward the same to the secretary of the association.

One of the Auditors.

The portrait of J. W. Peacock, Toronto, one of the auditors of the association, is given this week. Mr. Peacock is a young man of ability, who for the past six years has been in business for himself at 1026 Queen street west, Toronto, purchasing the hardware business formerly carried on by Thomas Bond. Mr. Peacock learned the trade as a clerk in the employ of Fletcher & Sheppard, Dundas street, Toronto. As a family man, Mr. Peacock has already won distinction, he having been presented with triplets by his wife a year or so ago. With this experience he should be well qualified to keep a proper count on the association's finances.

The Convention Report.

The large amount of space devoted to the convention report last week has been favorably commented upon as, while the convention was composed only of Ontario hardwaremen, the organization of the trade in Ontario is an inspiration to the retail dealers in the Maritime Provinces, Quebec and British Columbia to swing into line with associations of their own.

Writing regarding the report, John J. Coffey, Barrie, said: "It certainly reviews, in one's mind, being at the convention, which was an education to me. I have not been very long in the hardware line and was surprised to find that there was no trade association ere this."

Ontario in Front Rank.

The following letter from the former president of the South Dakota Retail Hardware and Stove Dealers' Association is interesting in showing that Ontario can now take its place in the front rank of the provinces and states in which organizations of retail hardwaremen have been formed. Mr. Joy writes :

"Even before any active steps were taken towards forming an association of the retail hardware and stove dealers of Ontario, I had felt some interest in such a movement, and often wondered whether or not the dealers in this province were immune from the evils that have played havoc with this branch of trade in other provinces and states. But after having had the privilege of listening to the deliberations of those who met at the initial meeting held in the Rossin House on Good Friday, and again at the big convention last Tuesday afternoon, I have not only concluded that the trade in this province has all of the ills of their brethren in other places, but that they are at last fully aroused to the true condition of affairs, and are seized of the fact that it is up to them to administer the remedy, if any is applied.

"The dealers who attended the meeting in the 15th and 16th insts. need no encouragement, but I thought perhaps a word from one on the outside might have some influence with dealers who were not present.

"I was present at the formation of the Minnesota association, and assisted in the organization of the North Dakota association, and I want to say that it is not necessary for Ontario to take a back seat to any of them when it comes to organization of hardware associations.

"I was particularly struck with the wisdom displayed by the executive officers in preparing the preliminaries, so that much valuable time was saved and the business went forward, along the lines mapped out, with the swing of an old association, that must have inspired any doubtful ones with confidence.

"In fact, faith and confidence was not only written upon the countenances of the members, but the debates and discussions were carried on in a tone impressing me with the idea that "these fellows mean business."

"I am not a prophet—it does not require any prophetic insight to predict with assurance that already success is perched upon the banners of the Ontario Retail Hardware and Stove Dealers' Association and that the leaven of Good Friday's meeting is spreading and soon will 'leaven the whole lump.'

"The offer of a page in Hardware and Metal to be devoted to matter and discussions pertaining to the association, should materially assist in the work; and I shall be glad to note rapid acquisitions to the membership. Let each dealer take hold with the executive and the trade paper, and 'push,' and above all things be 'loyal' and emancipation, correction of evils and beneficial results are bound to follow.

"Respectfully,

"H. N. JOY."

Toronto, May 22, 1906.

Price Agreements Unlawful.

At the recent convention Secretary Trowern, of the Retail Merchants' Association, in his address, emphasized the point that all price agreements were illegal unless arranged upon the contract plan by his association. It has always been felt that manufacturers had a perfect right to arrange a minimum retail price and contract with customers that none of their goods would be sold at less than the figure decided upon. Now, however, even this plan has been declared to be a conspiracy, according to the ruling of Judge Clute as reported below.

No law has yet been discovered which aims to force retailers to sell wire nails at $2.10 base if it costs $2.15 to lay them down at the store, and so far as can be seen there is nothing to prevent the merchants handling one line of goods in the same town coming together and agreeing not to cut prices on any line or all lines of goods handled by them. Before entering into any price agreements covering the trade throughout the province, the best of legal advice would require to be taken, but locally, dealers appear to be perfectly within their rights in agreeing not to cut each others throats.

PRICE CONTRACTS ILLEGAL

Price agreements are a violation of the criminal law of Canada. That is the import of a judgment handed out by Mr. Justice Clute at Toronto last week in the case of Wampole & Co., manufacturing druggists, and the F. E. Karn Co., a retail drug firm of Toronto.

The Karn Co. conduct what is termed a "cut rate" drug store. Wampole & Co. claimed damages for breach of agreement to sell their proprietary medicines at a list price, and for an injunction to restrain the Karn Co. from further selling at reduced rates. The case was tried without a jury.

The Agreement.

In the course of the examination of Wampole & Co.'s manager, Judge Clute said :

"Apparently this agreement is the result, as you say at the top of it, of an agreement between the joint committees of the Wholesale Druggists' Association and the drug section of the Retail Merchants' Association ?"

"Yes," replied the witness.

"And you entered into it by an agreement with the committee of the retail merchants who waited upon you ?"

"Just so," assented the witness.

The Judge's Conclusions.

In his judgment Mr. Justice Clute, after reviewing the evidence, continues :

"Competition, therefore, in these articles is not only affected but entirely destroyed. The agreement exists not simply between the parties to this action, but affects the entire trade in the article. No one can buy an article for resale, whether wholesale or retail, unless he enters into one or the other of these agreements, as the case may be.

Agreements General.

"This agreement is used not simply in relation to these commodities between the plaintiffs and their various customers, but is the form adopted by the committees representing a large part of the wholesale and retail trade of Canada. It means that nearly every commodity in common use is to be subject to a hard and fixed contract which fixes the manufacturer's price, the wholesale price, and the retail price below which none can sell, and no one can purchase who is not a member of the association and agrees to sign the contract in question. It means that competition is not only unduly prevented or lessened in the purchase, barter and sale of this article, but is absolutely destroyed. In the present case the evidence also showed, I think, that the price was unreasonably enhanced by reason of this agreement.

What Statute was for.

"I think the statute was intended to provide against agreements similar to the one in question. The history of the law shows that it was passed at a time when the law relating to the protection of native industries was being introduced. As an objection to the protective tariff it was argued that combinations might be formed which would destroy competition and so enhance the price. That while on the one hand foreign goods were excluded, the introduction of which might moderate the price of the article in question, upon the other hand trade combinations might be formed which would destroy competition and greatly raise the price of the commodity to the consumers.

Absolutely Control Prices.

"To meet that objection the law against restraint of trade was passed. It was intended to prevent the very thing that was aimed at in the present contract, and it is difficult to conceive of a scheme more effective to destroy competition and to enhance prices than the contract sued on. It is the form adopted by the association of retail

merchants in Canada and by the association of wholesale merchants in Canada. It thus includes to the extent of the membership of these various associations a very large part of the trade in Canada. The result is that, to the extent that these associations are able to reach persons engaged in the manufacture and trade, they will be able absolutely to control the prices of the various commodities and articles of trade; not only to limit but to destroy competition, and, in effect, to declare that no one will be permitted to deal in their commodity who will not first of all bind himself to sell the same only at a fixed price.

An Unlawful Conspiracy.

"I find," concludes the judgment, "as a fact from the evidence that the agreements in question and each of them were procured by an unlawful conspiracy between the plaintiffs, defendants and other manufacturing chemists and the association of wholesale and retail druggists, and that the conspiracy was entered into for the purpose of unduly preventing or lessening competition in the purchase, barter and sale of the articles in question, being articles of trade and commerce, and for the purpose of unreasonably enhancing the prices of said commodities, and are contrary to the provisions of the criminal code and are null and void."

A leading Toronto wholesale druggist stated in an interview that five leading wholesale drug firms and several smaller ones were using the price contract, and that it was not confined to the drug trade, but was a standard agreement in use throughout the wholesale trade. The wholesale druggists, he held, were not in favor of the plan because it enabled retailers to push their own preparations at lower prices. The druggists' section of the Retail Merchants' Association are said by the defendent, Mr. Karn, to be responsible for the adoption of the agreement. A prominent member of the Toronto branch, speaking of the judgment, said :

"We had looked upon the contract as so invulnerable that we never dreamed we were outside the law. The Elliman Company sent that contract from England, where it has been sustained in a number of cases, and also in America, about thirty or forty altogether. Justice Kekewich held it legal in the case of Elliman v. Carrington. It has been held there is a perfect right to make an agreement about a proprietary medicine. In Philadelphia it was held that the contract was legal, but that it had been procured in a case there in an illegal way. We had no understanding with Wampole and the retail merchants did not contribute a dollar to Wampole's expenses, but I said to-day that as we are brought into it might we not be at liberty to put up part of the expenses of an appeal."

NEW MACHINERY INSTALLED.

The Capewell Horse Nail Company, of Toronto, have just installed a new boiler and engine, made by the John Inglis Company, owing to the old power plant being unable to run the many additions to the machinery necessitated by the great increase in business. This company have doubled their capacity since starting operations last July.

PROGRESSIVE RETAILING

NUTMEG NATIONAL BANK.

How many men have started in business on "hot air," kiting checks to even pay their first month's rent, and some of these very men have been successful and have made independent fortunes? Then, again, how many have failed to make good? Of the average American business men, seven out of one hundred only are successful, the other ninety-three go to the wall.

But who ever heard of a national bank being started on "hot air?" But one was started in a prosperous town in Connecticut, and is now one of the most successful in the Nutmeg State. The head of the bank was a "hustler," who formerly had been cashier of another bank in the same place, but who, on account of some disagreement with the directors, had resigned his position. He knew every business man and farmer of means in the neighborhood, and he was known by them in turn to be a very shrewd and trustworthy man.

After resigning the original cashiership, he resolved to start the new bank under a national charter, with himself, of course, as cashier, and the way he started it was unique and amusing. When he approached a person for a subscription to the stock of the new bank, and the person was invariably one whose credit was A1, he first said, "Now, my dear boy. I do not want a single dollar in cash from you; all I want is your note at three, six and nine months," and these he would get discounted at a Boston bank, which had agreed to act as the Boston correspondent of his bank.

With the proceeds of these notes, the new bank would at once take out circulation, and when the notes became due the bank would take them up and the makers would renew them as long as they pleased at the new bank. The scheme worked to a charm, and that cashier had no trouble in negotiating the notes of the subscribers to the bank stock and with the proceeds at once purchased Government bonds and took out national bank note circulation, so that when the notes for the bank stock fell due he had the cash on hand to pay them off and to renew them for the makers at the newly started bank.

Each subscriber to the bank stock, too, finding the project likely to be a success, began to take a personal interest and pride in the institution, and not only deposited his own surplus funds in it, but induced neighbors and acquaintances to do likewise.

Within two years the bank began to pay dividends and to-day there is no more flourishing institution of its kind in Connecticut. That bank was virtually started on "paper and hot air."

LIVE AND LET LIVE.

It is not always good policy to pay too much attention to your competitor, but it is always wise to pay strict attention to your own business. You cannot give your business too much of your personal attention, unless you have clerks who are better posted, more agreeable, and better salesmen than you.

Looking Ahead.

Every merchant should build for tomorrow and the day after rather than for to-day alone.

Satisfy your trade. There is nothing like it, and when you have accomplished it you will have made strides toward success.

Give your customers what they ask for if you have it; if not, tender something else, but not invariably with the assurance that "it is just as good." Better yet, if the demand is not immediate and urgent, and a few days later will do just as well, promise to send for the goods or article wanted. And then send for it post haste

Cutting Dangerous.

When you have built up a trade on this basis you will be less liable to lose it to a newcomer, and losing a trade that you have worked and slaved for is exasperating and discouraging. It is your trade and you should be able to hold it. Do not cut your own throat in trying to meet competition if the competitor is selling goods at a loss. The only gainer in this kind of a fight is the third party, the general public, that is, for the time being, but in the end the competitors will sacrifice themselves on the altar of competition for the benefit of a newcomer who will grab the trade after the receiver has disposed of the warring merchants and their stocks.

The homely old saw, "Live and let live," older than the hills, is yet worthy, now and then, of consideration. Think it over when you have about decided that it is time to rip things "wide open."

Boomerangs are nasty things. "Push trade," said the prophet, but, he added, "do not push it at the expense of your pocketbook, your bank account or your family."

TRIP-L BODY SALES.

The Francis-Frost Co. have met with great success with their new paint known as Trip-L-Body. In the early part of the year they contracted for what they thought would be enough material to manufacture the season's supply, but already sales have been made that will use up all their stock, and more material has been ordered.

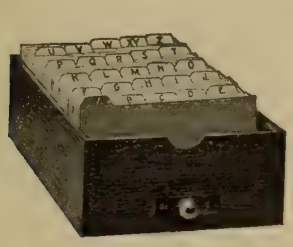
CARD INDEX FOR FOLLOW-UP SYSTEM

By W. H. Stevens.

Unless you catch the apples as they fall it is useless to shake the tree. Just so, unless you are prepared to follow up each enquiry received, you may as well not advertise. If but a few inquiries are being received, one may manage to follow them by recording in a book, or by keeping all the letters, reports, etc., together, and apart from other letters, until the matter is settled. But with constant inquiries, the task of following these by such cumbersome methods is so great, that only very important matters are likely to receive proper attention and that only with a large amount of work, while a large portion of advertising results is wasted.

With the card system any requirement may be met, large or small, simple or complex. The following suggestion from systems actually in use, both in its entirety and in its various parts, may be of service, but of course must be suited to conditions wherever adopted.

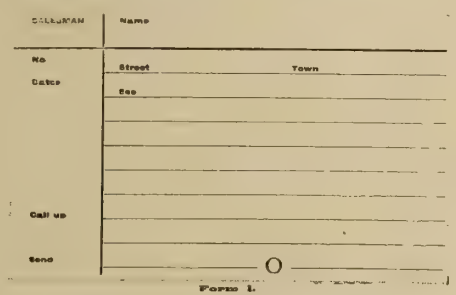
An inquiry is received. A card or slip about 5 in. x 3 in. (larger if necessary) see form 1, is made out by clerk, (in duplicate if desired) containing name, address, correspondence number, and any particulars desired, also a note of the inquiry and reply. This is filed in a diary tray, vertically, wherein are cards called guides, having projections for months on one color, and for the days of the month, 1-31, on another. If your reply or quotation is dated say the 20th, place the card behind the guide card for the 23rd or 24th, or as far ahead as you wish to allow for an answer. When that day comes, if an order or reply has not been received meanwhile, write again and note on the card, putting it forward in the tray. If you have a traveler to assist you by calling, a duplicate of this report is handed him with instructions to call. He reports his call on a similar slip, a pad of which he carries in a small leather cover, while he retains a carbon duplicate for his further use. All these slips should be clipped together, and moved forward as the matter is followed, until a definite result is obtained.



Cabinet for Index.

It is often desirable to have at the same time an alphabetical index of these inquiries. In this case two methods are used; one, a duplicate or report slip is made out with carbon and filed alphabetically; but while this gives the result with no extra writing, a large number of slips accumulate, making quick reference difficult and taking extra space; the other way is to make out a card (see form 2) showing any particulars desired (i.e., credit, payments, statistics, customers' requirements, etc.) and a note of the inquiry and your reply. When another report or letter is received, this is entered on this card. By using both sides of this card, from 10 to 30 or more brief reports may be entered on one card, and thus the whole record may be quickly referred to by a principal.

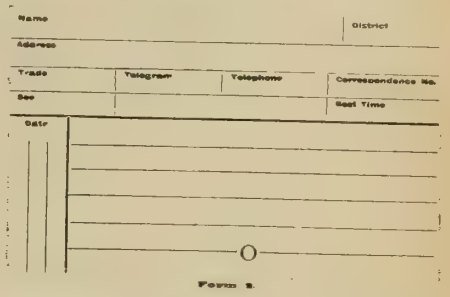
All letters written or received which require entering on this alphabetical list, are stamped "Report" by the one who opens or writes the letters, and the correspondence clerk (or other clerk to whom the work is assigned) makes out a report. This is entered on the customers' alphabetical list and then placed in the diary tray. If the vertical numeric filing system with separate copies is used, the correspondence number is put on the slip and then on the alphabetical card when first made out, and is then convenient for reference from these lists without looking in the cor-



respondence index. Since by this arrangement the letters are filed away at once, they are always ready for immediate reference by anyone requiring them, and not side tracked or kept out by manager or other official, causing great inconvenience to anyone wanting such letters.

The traveler may, with advantage oftentimes, have a diary tray and a list of customers also, and form 2 may serve for both—the traveler himself entering reports of his calls on his customers' card and of letters which the clerk reports to him, following these up by means of the diary. When not in use they are filed by district, so at any moment he may have together all the cards in one town.

When it is necessary the alphabetical customers' list may be classified automatically in a variety of ways, i.e., in different colors for different classes of trade, or if such classifications are more than four or five a small tab on the card in different positions shows this classification more easily. A tab card is sometimes used to distinguish between prospective and actual customers, the tab being cut off when an order from the prospective customer is received, or the prospective and actual customer may be in two separate lists. Again, by use of cards with 12 or 15 tabs on each, each tab may indicate a different product. If a circular relating to one of these products has been sent out the tab representing that product may be marked, and when the order is received, the tab would be cut off, showing at a



glance what circulars had been sent and what products supplied to each customer.

SHEFFIELD'S MASTER CUTLER.

Sydney Jessop Robinson, master cutler, of Hallamshire, managing director of William Jessop & Sons, Sheffield, was a visitor in Toronto this week on a business trip, in connection with American and Canadian agencies for his firm. Part of his trip was on behalf of the Cutlers Company, the history of which he personally presented to President Roosevelt at the White House, as well as a copy to the Congressional Library, and one to the library at Ottawa. The Cutlers Company is a unique organization, three hundred years old, somewhat similar to the City of London Guild, this being the first time the history of the organization has been written up, Mr. Robinson being the 282nd master cutler. Mr. Robinson reports excellent business in this country and prospects more promising than ever.

A TRAVELER'S "KICK."

There have been many complaints recently about the lack of accommodation in districts lately won over to local option. Some liquor licenses have recently been issued in the back townships, and in a house licensed May 1 in Coe Hill, the guests, it is said, had to sleep four or six in a room and before retiring diversion was provided by a free fight in which half a dozen drunks participated. There was no extra charge.

STORE PAPERS.

The Walter Hardware Co., of South Milwaukee, Wis., issue Hardware Store News monthly. The first number of this paper doubled the company's January business, and the second number greatly increased the business of a month conceded to be the dullest in the hardware trade—February.

W. W. Mann & Co., Stittsville, Ont., issue The Home Economist, "published now and then in the interests of better business and closer acquaintance. Subscription price your attention. Payable by reading fifteen minutes."

Send a couple of stamps to these concerns and get copies of their paper. Then see what you can do for your own store.

IDEAS FOR THE INDUSTRIOUS

EARNING, SAVING AND SPENDING MONEY.

According to the proverb, "an empty bag cannot stand upright"; neither can a man who is in debt. A man in debt cannot be relied upon to tell the truth; hence it is said that lying rides on debt's back. The man who owes money generally has to make excuses for not paying it when due, and in many cases has to lie about it. The first step in debt is like the first step in falsehood—almost involving the necessity of proceeding in the same course, debt following debt, as lie follows lie. Many a man can date the beginning of the failure of his life from the day he first borrowed money, and realizes when too late the force of the proverb, "who goes a-borrowing goes a-sorrowing."

The Best Test of Character.

The way a man uses money—makes it, saves it and spends it—is perhaps one of the best tests of character. Money should by no means be regarded as the chief end of life; neither should it be held in contempt, as it represents to a large extent the means of physical and mental comfort. Some of the finest qualities of human nature are intimately related to the right use of money—generosity, honesty, justice and self-sacrifice.

An Inferior Class.

The class of men who live from hand to mouth will always be an inferior class. They necessarily remain impotent and helpless, hanging on to the skirts of society—the sport of time and seasons. Having no respect for themselves, they fail in securing the respect of others. In commercial crises they invariably go to the wall.

The Law of Nature.

The world has always been divided into two classes—those who have saved and those who have spent—the thrifty and the extravagant. The building of all houses, the mills, the bridges, the railroads, the ships, and the accomplishment of all the other great works which have done so much for man's advancement and happiness have been done by the savers; and those who have wasted their money have always been their slaves. It is the law of nature that this should be so.

Loose Cash Thrown Away.

Lord Bacon's maxim, that when it was necessary to economize it was better to look after the petty saving than to descend to petty gettings, is a good one to follow. The loose cash that many persons throw away uselessly would often form the basis of fortune and independence. These wastes are their own worst enemies, and are generally found in the ranks of those who are constantly railing at the injustice of the world.

Keep Accounts.

John Locke, the great English philosopher, strongly advises this course: "Nothing," said he, "is likelier to keep a man within compass than having constantly before his eyes the state of his affairs, in a regular course of account." The great Duke of Wellington kept an accurate detailed account of all the moneys received and expended by him. "I make a point," said he, "of paying my own bills, and I advise everyone to do the same; formerly, I used to trust a confidential servant to pay them, but I was cured of that folly by receiving one morning, to my great surprise, duns of a year or two's standing. The fellow had speculated with my money and left my bills unpaid." Talking of debt, his remark was: "It makes a slave of a man. I have often known what it was to be in want of money, but I never got into debt."

Washington was as particular as Wellington in matters of business detail, and it is a remarkable fact that he did not disdain to scrutinize the smallest outgoing of his household—determined as he was to live honestly within his means, even when holding the high office of president of the United States.

Riches no Proof of Worth.

Worldly success, measured by the accumulation of money, is no doubt a dazzling thing, and all men are naturally more or less the admirers of worldly success, but though men of sharp, dexterous, and unscrupulous habits, ever on the watch to push opportunities, may get on in the world, yet it is quite possible that they do not possess the slightest elevation of character, nor a particle of real goodness. Riches are no proof of moral worth, says Francis Collins, and their glitter often serves only to draw attention to the worthlessness of their possessor, as the light of the glow worm reveals the grub.

Men of Sterling Worth.

The power of money is, on the whole, overestimated. The greatest things which have been done for the world have not been accomplished by rich men, but by men generally of small means. Christianity was propagated over half the world by men of the poorest class. And the greatest thinkers, discoverers, inventors, artists, and authors have been men of moderate wealth, many of them little raised above the conditions of manual labor in point of worldly circumstances. The making of a fortune enables some people to "enter society," as it is called, but to be esteemed here they must possess qualities of mind, manners, or heart, else they are merely rich people, nothing more. There are men in society now as rich as Croesus who have no consideration shown them, and elicit no respect. Why? They are but money bags; their only power is their money. The men of mark in society—the guides and rulers of opinion—the really successful and useful men—are not necessarily rich men, but men of sterling character, of disciplined experience, and of moral excellence. The poor man in the joy of a cultivated nature, of opportunities used and not abused, of a life spent to the best of his means and ability, can look down without the slightest feeling of envy upon the person of mere worldly success—the mere man of money.

—

WHEN TO RAISE SALARIES.

Asked recently the question, "How often and at what time of the year do you give your employes a raise in wages?" the head of one of the largest and best known publishing companies in the world made this reply: "We raise our employes on the civil service basis. We have over one thousand two hundred employes in our Chicago offices alone. If we attempted to raise them at a certain time and on a certain basis, there would be endless confusion. Besides, I believe in compensating an employe according to what he is worth. We train them for a certain duty. After they have become competent to discharge it we pay them accordingly. This makes a man self-reliant, for if he is interested in his work he will fight for higher wages. He will work harder and better."

When They are Worth it They get it.

Another extensive employer of labor in the west gave this answer to the same question: "We pay salaries on the 'selling basis.' We raise them likewise. We know that our different departments will stand a certain percentage in salaries—varying from 3 to 5 per cent. The employe who can produce the biggest sales gets the best salary that that department can afford to pay for salesmen. We have no particular time for raising employes' wages—just when we ascertain that they are worth it they get it. Pay your help a living, fair wage and raise them just as soon as they deserve it; then you will get good work out of them."

Show Appreciation by Raising Salary.

Here is another reply: "We have a fixed time for raising salaries — at Christmas. We pay our help good salaries and just as soon as they become fitted to discharge the duties without having someone around all the time instructing them, we raise—and raise to the limit, too. You must show your appreciation of the employe's efforts by paying him. He will do your work then."

STOVES AND TINWARE

MAIL ORDER COMPETITION IN STOVES

An American exchange tells of an interesting experience of a dealer in a town in the Western States, who describes his experience as follows :

"A year or two ago the people of this section concluded that they could save considerable money by buying their ranges of Sears, Roebuck & Co. They frankly told us so, and although we bravely fought the good fight by talking quality, finish, etc., it was seed sown on stony ground. It did not take root. One party after another listened to our little 'spiel' and at once went to the post office or bank, and remitted the cash for a stove or range. One man actually borrowed our S., R. & Co. catalogue to order from, as he had none.

"Next we tried another tack. We ordered the cheapest thing we could get, but alas, the good people were positive that even a price of $26 on a large range was too much, for the catalogue said that we made at least $20 to $30 on every range sold. And then the catalogue house range was the finest thing ever put out by any factory, because the catalogue said so.

"Finally, getting tired of seeing the business in ranges going entirely to the catalogue house, we sat down to think, and after awhile we awoke to the fact that although the catalogue said this and that and the other thing, and while the picture in the catalogue was beautiful to behold, and the description was grand beyond conception, yet there was one thing which we actually did not know. The catalogue says etc., but

What are the Facts?

"What are they really selling at a price of less than $30 ? And we decided to find out. So we remitted the cash for 9-18 Acme Triumph range, but have not time to tell what happened then ; that's another story which may possibly be told some other time. Suffice it to say, that from November until February following we were kept busy returning our check and re-ordering the range. At last, in February, we received the coveted article. We expected at least a range which would be somewhat better than others at the same price, but in this we were disappointed.

"Now, before reading further, take your catalogue and read the description on page 15 and then compare these fancies with the facts as we give them from experience. Shipping weight is quoted at 520 lbs. We took the crating from the range and found it to weigh 90 lbs. Weighing the range itself we found it to weigh the tremendous weight of 335 lbs. net. Adding the 90 lbs. of lumber, we had 425 lbs., finding that S., R. & Co. had made a mistake of some 95 lbs. For those people who imagine the shipping weight to be the weight of range complete the mistake would amount to only 185 lbs. Further examination revealed the following little points of interest : The range is exactly like cut in outline. The blue steel used in closet and body is about the same gauge as common stove pipe iron, or thinner, and of poor quality. The reservoir casing is all sheet steel only, lined with asbestos about 1-32 of an inch thick. A large part of it was already loose, as it appears to have been put on with flour paste. The back flue between oven and reservoir seems to be about 32 gauge, as it rattles like roofing tin when tapped. The edges of oven are rough, looking as if a ten-year-old boy finished them.

Rags of Asbestos Paper.

"Rags of asbestos paper were sticking out everywhere between seams. Back of oven had a piece of iron riveted on which looked as if it has been thrown there and got stuck by accident. Oven bottom, sides and top sound hollow as a drum, and tremble at the tap of one finger. Turning the grate with 'wood side' up, the iron is found to be less than ⅛ of an inch thick. The fireback looks heavy, but removing same it was found to be hollowed out on back side and only about ½ of an inch thick. The ash pan is made without wire around top edge, and is at least two gauges lighter than thin stove pipe. The oven rack is stamped out of thin piece of sheet steel and scarcely bears up its own weight.

"The covers, or lids, are extra large, being 9 7-16 inches in diameter. Yet they weigh only 3 lbs. 9 ozs. Weigh any lid from one of your stock on hand and note the difference. The two beautiful screw drafts to front draft door are simply hung on two pegs, with a piece of wire twisted around the end to keep them from falling out. The nickel is pitted and rough and closely resembles polished iron, showing the scratches from grinding all over. We have never seen poorer nickel. After sizing up this marvelous article thoroughly, we concluded that the extreme actual value or cost was about $20 in all. At least eight or ten dollars must have been saved in finishing expenses. But about the results. We put the range on the floor, next we put another range of a similar price beside it. Then we advertised the S., R. & Co. range, offering to furnish it at cost price, blacken it free of charge, furnish some bread pans, and extra joint of pipe with damper for nothing, but we have not sold it yet, although we have had it a year now.

To Work the Cure.

"The best way to work the cure is as follows: Show your customers the measure of lids and weigh them. Do the same with the other range. Show up the difference. Show him both ash pans. Let him 'wiggle' the closet a little. It will surprise him. Take out reservoir—show asbestos paper lining. Tap the sides and notice customer's face meanwhile. It's worth looking at just then. Explain the 'durability' of the tin reservoir. Ask him if he thinks back flue will stand the direct heat for more than two or three years. He won't. Tap the oven with fingers. Hear it rattle, especially if oven rack lays on bottom. Let him feel the thickness of bottom grate. Take out the fireback, showing thickness. Take off a piece of nickel and let him examine it. Show front screw drafts. Finally let him lift up the back end of range and ask him if he is convinced that range weighs what you say it does. Show all these things on your own range, and find out what actual comparison is worth. Have your own range blacked and polished to the limit. Don't do a thing to the S., R. & Co. range. Show it just as it comes,' that's only fair. If you follow these directions we promise that you can't sell it for $25. The freight cost us about $3.30, making net cost about $32.

"As proof of our claims we wish to tell the following : A lady told us that they were going to order a range. When we told her that we could sell her a better range for less money than if she sent for it, she said we could not do it. We offered to pay her $10 cash if we could not convince her in five minutes. In less time than that she owned up that we were right. She is not going to order.

"A man who seemed interested was 'shown' the range and finally admitted that he had just ordered a similar one. When he had seen it all, he at once asked for writing materials and wrote a "red hot" letter demanding that the order be stopped and his money returned. He waited for a month for an answer, and was then informed that his 'letter came too late,' as the range had been shipped.

"Another man who wanted to order one was sent to us by a friend. We did not know his intentions. We offered him the range for $25, provided he would give us ten minutes' time to show it to him. Inside of one minute he declined—disgusted.

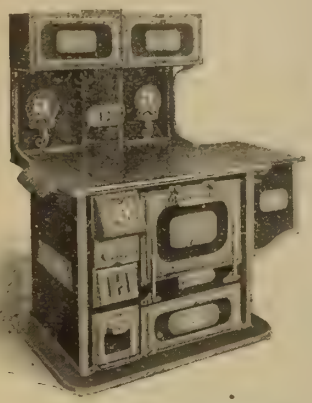
"We call the range our $32 ad. We never lose a sale any more, if we can get at the people before they have ordered. Catalogue house range competition don't amount to shucks now, as there is none. You will never regret it if you order a sample, as it pays for itself in a short time. Arguments don't work, talk won't either; its actual comparison, for seeing is believing."

The great point which the stove dealer should firmly impress upon the people in his town is that he can give them service and satisfaction which they can never get from a concern a thousand or two thousand or even fifty miles away. In case of trouble with chimney or failure to understand the management of the stove it should be the cheerful duty of the stove dealer to explain the cause of the trouble, to remove it and to familiarize his customer with the proper management of the stove. This the catalogue house or stove peddler is too far away to do, and by making this clear to the buyer and demonstrating the cheap quality of the catalogue house stoves the stove dealer should be able to drive the mail order fellows out of his field.

"Combination Declared Legal"

The combination of **Steel Plate** and **Malleable Iron** makes the very best **cooking range** in the world; so declared by many thousand of users, who alone are competent to pass judgment.

Why not commence to build a Range Reputation on this combination? We offer you the only opportunity you've ever had to do it. We protect you in territory, price, and give you the best sales-help possible.

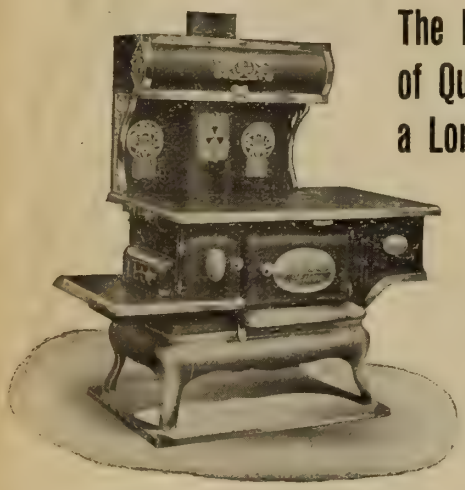


None too early to get ready for fall range sales. Write us for descriptive matter, prices, etc.

Joy Mfg. Co.

32 Humberside Ave. ...Toronto

The Right Kind of Quality Goes a Long Way



You dealers have had enough experience to know that. So have we.

If a range has real merits the fame of these merits will sooner or later reach the people, and then it is just a matter of maintaining the standard.

THE EMPIRE QUEEN RANGE

has always represented the right kind of quality, and we are prepared to state "There'll be no change."

Confidence in our range makes us strong in our statements.

But we will prove what we say—to ***your*** satisfaction.

"Empire Queen" Booklet Makes Good Reading.

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

The Range That Sells Ranges—

With an Imperial Oxford Range on your floor, and the Imperial Oxford selling-help working for you on your own trade and the people who ought to be your trade, you'll find that any range you handle will sell better, simply because the Imperial Oxford is so visibly a **QUALITY** range that your store will get a quality reputation beyond any rival's reach.

For the best range we know how to build, and a better range than ever was built before, is this year's

Imperial Oxford Range

It doesn't stop at handsome appearance,—it is made not merely to sell, but to satisfy in the everyday test of the kitchen. Its diffusive oven flue, its extra big oven, its draw-out oven rack, its patent grate, its perfectly designed fire-box,—all these practical points make it an easy range to sell, and to sell for better profit than twice the selling of cheaper ranges would earn you. Why not find out now what there is in all this Imperial Oxford talk—for you?

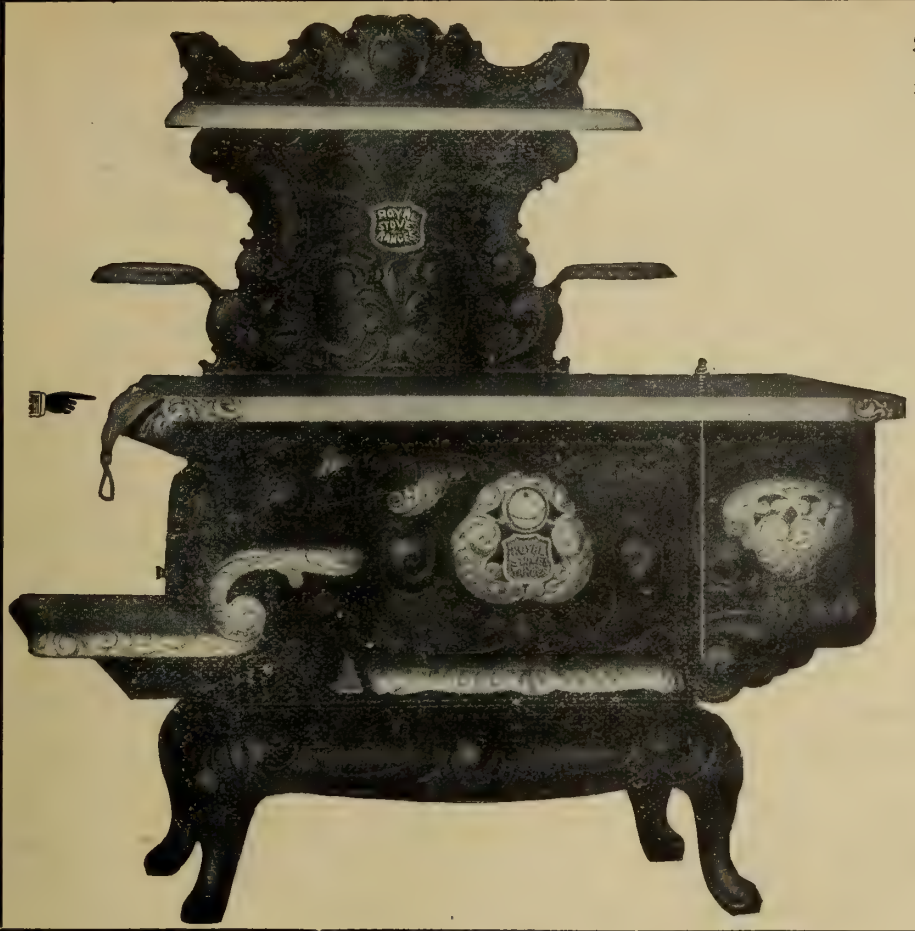
WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

The Gurney Foundry Company Limited

Toronto Winnipeg Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

(528B)



NOW If you know and appreciate stove **VALUES** you will know **STOVE SALES** from actual experience.

The dealer who selects

ROYAL CORONA RANGES

for his store finds, in turn, that the people select them for their homes.

One woman, in writing to congratulate us on her royal results, spoke of the "Corona" as the "Features-Galore" Range.

What say you to an invitation to send for our Booklet?

CANADA STOVE WORKS

HARRISTON, ONT.

YOUR SPRING SALES



"SAMSON" HAND DELIVERY CANS.

You can help your spring trade by handling these lines.

"Samson" goods are becoming more popular every year and are now specified by many dairymen.

We can ship all lines promptly.



"SAMSON" RAILROAD OR DELIVERY CANS

"SAMSON" MILK CANS. "SAMSON" TRIMMINGS.

TINNED IRON FOR CHEESE FACTORY USE

Send in your order and have a good stock when the time comes.

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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NO CHANGE IN CRIMINAL CODE.

Reliable information from Ottawa this week is to the effect that Hon. Mr. Fitzpatrick, Minister of Justice, has definitely decided to make no change in the Criminal Code at this session of Parliament, and the business interests of the country will continue to be harassed by the muddy reading of the existing law which says that the price of no article shall be "unduly" enhanced.

"There is no lawyer in Canada who can answer your question," said a well-informed man on Wednesday when Hardware and Metal asked if, in the light of Judge Clute's latest decision, there was any law to prevent the competing merchants in one line of business in any locality coming together in order to stop price cutting and arrange prices upon a profit-making basis.

Judge Clute's ruling practically means that all price agreements are illegal. A manufacturing drug concern entered into a contract to sell certain goods to jobbers to be sold at a stated price, the jobber in turn agreeing with the retailer that the goods were not to be sold under a minimum figure agreed upon. The judge says the retailer has the right to break this agreement as it is illegal. The case will be appealed, and along with the "tack combine," Grocers' Guild, and plumbers' supply cases, will likely hang fire in the courts for some months, the trade of the country being unsettled in the meantime, while the lawyers reap a fat harvest owing to the doubt as to the real meaning of section 520 of the Criminal Code.

The Dominion Government is understood to hold strongly to the view that any sort of trade organization or agreement is legal so long as prices are not enhanced. This being so, there should be no reason why they should postpone action until another year, leaving the law in its present indefinite state to the injury of all branches of trade. The law, and particularly the Criminal Code, should be made so plain that he who runs may read.

But if the Government has decided to leave the matter in abeyance the business men and manufacturers must put up with the consequences. In the meantime it can be taken for granted that, acting locally, retailers can agree to stop price cutting providing the articles covered in the agreement are not raised in price to figures disproportionate to other lines carried in stock. There are many matters which can be dealt with by trade associations without touching upon the regulation of prices, and this matter can well be left, therefore, with the local dealers in each town.

G. T. PACIFIC PROSPECTS.

When in Winnipeg recently, F. W. Morse, vice-president and general manager of the Grand Trunk Pacific Railway made a statement concerning the early construction of the railway which will be hailed with delight throughout the west. Every added facility for handling the wheat crop in a hurry each Fall is of almost inestimable value to the farmers and business men of the west, and there is therefore general satisfaction with the authoritative announcement of Mr. Morse which was as follows:

"The contractors have the work well covered for the Grand Trunk Pacific, and we expect to, as formerly stated, be a factor in handling the wheat crop of 1907 from this country to our Lake Superior port, Fort William, unless there should be delay in the construction of the Government end of the line from here to Lake Superior Junction."

The hope is general throughout the west that Mr. Morse's expectations may not prove to be too sanguine.

RETURNED DRAFTS.

There are times when the retailer does not seem to realize his relation with the wholesaler in the matter of accepting or returning drafts, and refuses to accept a draft on account of some trivial or imaginary reason. Perhaps, if the retailer could really see the amount of work entailed, and the unnecessary expense the non-acceptance of a draft puts the jobber or wholesaler to, he would be more considerate in the matter.

Complaints come to the notice of this paper from time to time, where drafts are returned with no other explanation than "goods not yet checked over," or "drawee out of town," and in some cases simply the word "refused" is written across the back of the draft without even an explanation. Surely it is not the fault of the jobber that the goods are not checked over. To the house making the draft these returns mean the loss of 25 cents collection, the making of new entries and the reversal of every entry put upon the books in connection with the transaction. And then there is the interest due the bank on account of "drafts returned," which is a direct pecuniary loss to the house.

Sometimes an irate letter follows closely on the heels of a returned draft, claiming a shortage or an overcharge of some small amount, in some cases almost charging the house with an attempt to defraud. If the writer would be less hasty in these refusals, and, if he has a grievance, send in a letter explaining the same, there is no jobbing house of any standing whatever that would not be glad to rectify the matter. But to ignore or refuse to accept a draft, unless for some good and sufficient reason, is an act of business discourtesy and a source of inconvenience and expense to the maker of the draft.

Sometimes a draft is returned on account of a small overcharge, the retailer thinking he will commit himself by signing; but he can have little confidence in the house if he feels that by acceptance he is signing away his chance of being credited with the amount, as it would indeed be a short-sighted firm that would take such an advantage. No doubt those who return drafts freely do so without the knowledge that it causes so much trouble, but it does cause needless trouble and work.

W. Patterson, who has for some time been employed on the office staff of B. & S. H. Thompson & Co., Montreal, has returned to Scotland.

CIVICS AND BUSINESS.

Nova Scotia business men and the New Brunswickers, too, are progressive. They have the board of trade idea and apply it in a way Ontario merchants haven't thought of yet. They make a business of civics down by the sea and thereby make civics serve business. They don't let municipal affairs go to seed for lack of a little attention. And they don't ask to be the whole thing either.

Halifax has in operation an admirable plan for co-operative effort by the municipal council and the board of trade. It is a joint committee of the board of trade and city council. But let the chairman of the board, A. M. Bell, tell the story. In his address at the first quarterly meeting of the board he said:

"During the quarter there have been ten meetings of the board of trade council, besides seven meetings of committees and on these occasions the members of the council and of these committees have tried to do things.

"Decidedly the most important committee with which the board of trade is associated is what is known as the Commercial Committee, which is composed of members of the city council and members of the board of trade in equal numbers. The existence of such a committee ensures that harmony and co-operation between these two bodies, which is so much to be desired, and provides, whenever necessary, a representative committee to deal with matters of great importance to the welfare of the city. It is through the work of this committee, of which his worship, the mayor, is chairman, that much of the work of railroad extension has been accomplished.

"Among the many matters which are pressing for solution and which are engaging the attention of the council, is the endeavor to make Halifax a manufacturing and distributing centre. In connection with this, the commercial committee has recommended to the city council that a bill be submitted to the legislature by which new industries which may be started in the city shall be free from taxation for a term of years. I am pleased to be able to report that this has passed the city council and is now in the hands of a committee that is at work on the details of the bill, and it may reasonably be expected that during the present session of the house such a law will be put on the statute books as will lead to the greater development of manufacturing and distributing industries in our city.

"An effort of a different character, but with the same end in view, is that of an experimental business trip by the manufacturers and those engaged in the wholesale trade of the city to some of the towns on the Halifax and Southwestern Railway. A committee has made arrangements with the management of the road for a special train, and as soon as the weather is more favorable it is expected that a three days' trip will be taken as far as Liverpool and Caledonia, calling at Lunenburg, Mahone and Chester, during which an opportunity will be given to discuss with the merchants of these places, problems of mutual interest to those interested in the business of the several points and Halifax.

"Your council is looking with renewed hope to the time in the near future when Halifax will reap the benefit of its splendid position as the finest gateway of Canada on her eastern seaboard. It must be apparent to every observer that the increased size, the greater speed and the immense cost of modern steamers is causing the owners of these splendid vessels to look for ports at which they can at all times lie afloat, and load and discharge without regard to tides, and which they can approach at all times at the highest speed with the least danger. It is the aim of your council to bring the advantages of Halifax to the attention of the great railroad, the steamship corporations, and they now have under consideration a plan which they hope will be of great benefit to the port.."

The commercial committee and the experimental trip are very suggestive departures. The business trip was over a new extension of the Canadian Northern's Nova Scotia system and might be only locally applicable. The commercial committee could be copied with very valuable results in every place where there is a council and a board of trade.

Consider the situation in Toronto, for example, where business men carefully avoid municipal politics. The board of trade's influence in the conduct of civic business is a cipher and wasteful, antiquated methods are in vogue; questions and undertakings of paramount commercial importance drag on from year to year without settlement or progress. Not an alderman and, probably, not a member of the board of trade can tell the financial position of the city. The government of a municipality ought to be simply business. A commercial committee, such as Halifax has, could remove many obstacles to progress not only of Toronto, but of most municipalities in the Dominion.

DISPLAY YOUR STOCK.

Merchants cannot give too much attention to the display of their goods in stock. Many lines of stock may be old and hard to sell, but by judicious display and by keeping them dusted and fresh looking, a storekeeper will reap his reward in better sales. The goods which occupy a place in the window today should not be left there for weeks, or, as is sometimes the case in country stores, for months, but should be moved into the store and placed in a prominent position on the counter or elsewhere, where they cannot escape the notice of customers. The same applies to the goods in the back of the store. Bring them up to the front for a change. Move your stock about as much as possible.

This does not mean, of course, to unload all your shelves and disturb your entire stock, but that portion of it which might be called the transient stock will be benefited by frequent moving and good display, as will such lines as are mentioned above—old or slow sellers. Mark the goods in plain figures, place them before the public eye, and have your salesmen speak for them whenever possible. All this means work, necessarily, but to get along successfully nowadays, to beat the other fellow, you have to take off your coat and put on your thinking cap and buckle down to work hard and unceasingly.

DIRECT RESULTS.

An exchange recently gave notice that in case a stolen carriage whip was not returned to a certain place before the next issue, it would publish the name of the party who took it. The place designated was the back yard of a certain block. The next morning after the first notice came out—the night being very dark—seventeen whips were picked up in said backyard. Yet there are people who do not believe in advertising.

HARDWARE. TRADE GOSSIP

Ontario.

Jas. L. Kelman, hardware dealer of Midland, has assigned to H. J. Craig.

W. Conrad, of Conrad Bros., Waterloo, was in Toronto on Tuesday last.

J. Cole, of Cole & McMurray, Niagara Falls, Ont., was in Toronto during the week.

Tisdale & Cameron have purchased the hardware business of J. L. Kelman, Midland.

Sherman Everett has purchased the hardware business of Brown & Graves, Thamesville.

A. A. McMichael, Toronto, has returned from a fortnight's sojourn at Atlantic City.

The Plumbers' Brass Company, Toronto, have moved into their new premises at 757 Queen street west.

J. Macdonald, of Florence, Ont., was a caller at the Toronto office of Hardware and Metal this week.

Alex. Saunders, bathroom woodwork manufacturer, of Goderich, called on Toronto jobbers during the week.

T. Healy, of Rice Lewis & Son, Toronto, is on the road taking the place of W. J. Seed, who is unwell at present.

N. L. Stewart, for the past sixteen years in responsible positions in stove foundries in Missouri and Texas, is the new manager of the Guelph Stove Company.

Wm. T. Dunbar, hardware merchant of Kars, Ont., has moved into his new store, which presents an up-to-date appearance.

The Canadian Oil Company, Toronto, have established head offices in the Stair building, corner of Bay and Adelaide streets. The business offices on Strachan avenue will also be continued.

Geo. Richardson, hardware merchant, of Guelph, has had new floors and new silent salesmen put in his store. A storage shed has also been built in the rear, and a new delivery wagon purchased.

Adam A. Stewart, manager of the Stewart Manufacturing Company, Woodstock, Ont., makers of stoves, ranges, etc., has resigned owing to ill health, and will be succeeded by Charles E. Stewart.

James Wilson, of the John Ritchie Plumbing Company, Toronto, who has been seriously ill for about six months owing to the strain of the recent plumbers' trials, is now considered out of danger and is recovering steadily.

Bert and Ira Gerry, two Brussels young men, have opened out a hardware store in Fort William. Both men are well acquainted with the hardware business, their father having been a hardware merchant for 45 years in Brussels.

The Canada Plate and Window Glass Company are making extensive improvements to their premises on Richmond street east, Toronto. They have secured a 120-foot frontage, and are making a three-story addition, 90 feet deep. A fine plate glass front will be installed and several artistic mantel showrooms will be erected, two of which are already finished.

Quebec.

Joseph Warren, of Murray Bay, visited Montreal during the week.

Barlow & Budd, plumbers, of Montreal, have dissolved partnership.

Paquin & Bonneville, plumbers, of Cote des Neiges, have dissolved partnership.

Hiram Pitt, hardware merchant, of Cornwall, was in Montreal on business Tuesday of this week.

Aime Lemieux, general merchant, of Henriville, was in Montreal buying hardware a few days ago.

Mr. Haskill, of the Haskill Lumber Co., Fasette, Que., spent part of this week in Montreal on a purchasing trip.

W. S. Fisher, of Emerson & Fisher, St. John, N.B., was a welcome visitor among the Montreal hardware trade a few days ago.

J. A. Baxter, who has successfully represented L. N. Beard for some months past, left on Wednesday for an extended visit to Europe.

W. Fawcett, of W. Fawcett & Co., general merchants, Moose Creek, Ont., was a visitor at some of the wholesale houses of Montreal this week.

Mr. McKenzie, of the McKenzie Trading Co., Shawbridge East, visited Montreal this week, leaving orders with some of the wholesale houses there.

M. Gregory, 13 St. John street, Montreal, has been appointed sole representative of the Vulcan Smoke Consumer & Fuel Economizer Company.

Mr. Moulden, formerly manager of the Montreal branch of the Taylor-Forbes Company, and now of their Guelph office, visited the former city this week.

The painters and stencillers employed in the shops of the Canada Car Company went on strike last week, hoping thus to increase their pay. The strikers do not belong to any organization.

G. E. Stanley Smith, director of Bickford, Smith & Co., manufacturers of fuses, etc., Tuckingwill, Cornwall, England, was in Montreal last week, and will take a business trip through to the coast.

Mrs. Elizabeth Soden Drummond died at her residence in Montreal last Thursday night. She was the mother of George E. and Thomas J. Drummond, both of whom have been most prominently identified with the development of Canada's iron and steel industries.

The Sherwin-Williams Company have in course of construction a new factory on Atwater avenue, near St. Patrick street, Montreal. It will be 100 feet by 70 feet and two storeys high, of brick mill construction throughout. The contractors are D. G. Loomis & Son and the estimated cost $20,000.

P. D. Dods & Company, paint manufacturers, Montreal, are moving their office and warerooms to their new premises at 162-164 McGill street, formerly occupied by L. H. Packard & Co. Hardware and Metal was in error some weeks ago in stating that this building would be occupied by George Phillips & Co., cutlery manufacturers. The latter firm are now settled in the new Packard Building on St. Antoine street.

The special jury in the case of Dame Damase Hebert against the Carter White Lead Co. for $14,000 for the death of her husband by white lead poisoning, brought in a verdict last Saturday night granting her $2,500 and $2,500 for her three children, making in all a total of $5,000 damages. The defendent company was held responsible to the greater extent for Hebert's death, though the deceased was considered to have contributed to it by his imprudence.

Messrs. John Round & Son, silversmiths, Montreal, report very satisfactory returns and that their business is rapidly extending. This is no doubt on account of the ever increasing demand throughout Canada for high-grade English goods, such as is manufactured by this well-known firm, and the fact that they carry a very large reserve stock, from which immediate delivery can be made is a still greater inducement to the retailer who is often called upon for some article he happens to be out of.

The Canadian Rubber Co., of Montreal, have now placed on the market their new "Keystone" side wire tire. This tire has many unique features not to be found in any other make, and the Canadian Rubber Co. have exclusive control of the patent rights for manufacture and sale throughout the Dominion of Canada. Already a large amount of business has been booked, and the carriage and hack trade are displaying great interest in the new tire, which is adjudged by experts to be superior to anything yet put on the market.

Western Canada.

The Red Store, Moose Jaw, will add hardware to their stock.

W. A. Rolston, of Roblin, Man., was in Winnipeg last week on business.

S. L. Bedson, hardware dealer of Elphinstone, Man., has sold out to L. G. P. Lauder.

The Medicine Hat Plumbing and Heating Co., of Medicine Hat, Alta., have sold out to W. B. Marshall Co.

The molders and iron workers in the Northern Iron Works, Vulcan Iron Works and Manitoba Iron Works are on strike.

The Northern Iron Works have purchased a valuable property in Elmwood, where a large foundry will be erected shortly.

J. E. McRobie, secretary of the Retail Hardware Association, was in Dauphin and Yorkton last week on association business.

A. J. Falconer, of Deloraine, president of the Western Retail Hardware Association, was in Winnipeg last week. He was accompanied by C. Clearihue.

H. S. Price, of Boissevain, Man., was in Winnipeg last week on business and was seen by a Hardware and Metal re-

presentative in the offices of the Retail Hardware Association.

George Ashdown, a prominent hardware merchant of Morden, was last week elected by acclamation as representative for Morden in the Manitoba Legislature. Geo. Ashdown is a Conservative, while his brother, James H. Ashdown, the wholesale hardware man, is prominently identified with the Liberals.

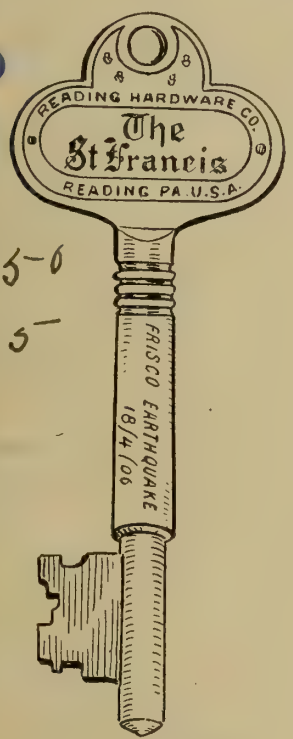
A. M. St. Arnaud, of Montreal, who was in Winnipeg recently calling on the jobbing trade, appointed J. J. McGuire as his agent in the west. In addition to the lines handled by Mr. St. Arnaud, Mr. McGuire is western selling agent for the Cumming Manufacturing Company, Renfrew, Ont., and for the National Manufacturing Company, of Worcester, U.S.A. He has offices in the Ashdown block.

Maritime Provinces.

E. J. Cragg, of Cragg Bros. & Co., Halifax, has sailed for England and the continent to visit cutlery and hardware centres.

H. N. Brown, formerly connected with the Dominion Iron & Steel Co., as foreman in their Sydney, C.B., works, has taken up his residence in Montreal.

RETURNED
MAY 28 1906



A San Francisco Relic.

HE SAVED THE KEY.

A unique souvenir of the San Francisco earthquake is being proudly exhibited by "Charley" Deitrich, who has made hosts of friends in the trade as traveling representative of Shurly & Dietrich, Galt, manufacturers of Maple Leaf Saws.

It consists of the key to his room in the St. Francis Hotel, San Francisco, where he stopped on the night of the terrible earthquake there. Mr. Dietrich has had the key engraved, and he carries it on his key ring, to show his friends one of the few articles which came whole out of the catastrophe. We present on this page a cut of the key, but readers should ask Mr. Dietrich to show them the real thing.

PRESENTATION TO McMILLAN BROTHERS.

On Saturday last presentations were made to McMillan brothers, who have severed their connections respectively with Lewis Bros. and Rice Lewis & Son, to take over the hardware business of George B. Morris, of Guelph, Ont. John R. McMillan was given by his fellow travelers of Lewis Bros. a black leather club bag which was presented on behalf of the Toronto branch salesmen by R. Tait, at the York street warerooms. On the same day the employes of Rice Lewis & Son gathered to say farewell to the other brother, James W., and presented him with a sterling silver tea set. The presentation was made by A. E. Gilverson, secretary of the company. A number of the friends of J. W. also gathered at the Lambton Golf and Country Club on Saturday night, where he was the guest at a dinner given in his honor. The McMillan brothers are both hardwaremen of large experience, and are highly esteemed in both business and social circles. They carry the well-wishes of their many friends in their new venture as retail hardwaremen at Guelph.

CHANGE IN MANAGEMENT.

T. B. Lee, who has been general manager of Rice Lewis & Son, Toronto, left this week on a trip to Great Britain and the continent. A change in the management of the firm has taken place, T. B. Lee retiring and the general managership being taken over by A. Burdette Lee, president of the company. There is no truth in the statement made in the daily press that Mr. Lee proposes to make his home permanently in England.

Our Letter Box.

Metal Polish Makers.

James & Reid, Perth, ask: "Please let us know the address of the makers of York metal polish." The Anglo-Canadian Supply Company, 26 Adelaide street west, Toronto, are the manufacturers.—Editor.

* * *

Who Makes Soil Pipe?

A. C. Waltz & Co., plumbers and steamfitters, Port Arthur, ask for the names of manufacturers of soil pipe in Canada. The Toronto Foundry Company and the Toronto Hardware Company, Toronto, have been making this line for years, but the Forwell Foundry Company, Berlin, are now working up an excellent trade for the product of their new foundry.—Editor.

THE KIND HE LIKED BEST.

A deaf old gentleman was asked to a dinner party, and a lady present was urged to help him along in the conversation. It proved even more difficult than was expected. As the fruit was passed around she asked him:

"Do you like bananas?"

"What?"

"Do you like bananas?"

"No," said he, shaking his head; "I never wear them. The old-fashioned night shirt is good enough for me."

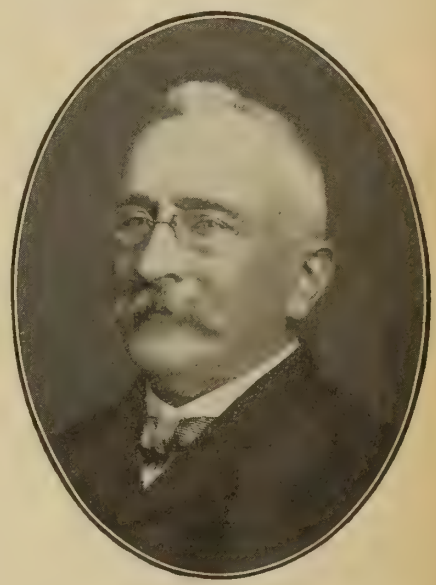
SUCCESSFUL JOBBERS AND SALESMEN.

No. 25.

Few men have such a long record of salesmanship as has John P. Conklin, who for over twenty-five years has represented the firm of Sanderson Pearcy & Co. on the road. Mr. Conklin became interested in the paint and varnish business as a boy in 1866, when he started working for the Forest City Varnish Co., of Cleveland, O., with which firm he remained some years, thoroughly acquainting himself with all the different phases of the manufacture and sale of paints and associated lines before engaging with his present employers a quarter of a century ago.

When the firm of Sanderson Pearcy & Co. was formed into a joint stock company, he was admitted as a shareholder, so that he now possesses an interest in the business he has been instrumental in building up.

Mr. Conklin has been eminently successful on the road, attributing his success to the fact that he never misrepresents his goods, and has always retained the confidence of his customers by keeping his word.



John P. Conklin,
Representing Sanderson Pearcy & Co., Toronto, in Northern Ontario.

TORONTO BOLT WORKS BURNED.

The Toronto Bolt & Forging Co. had their works at Swansea, near Toronto, destroyed by fire on Tuesday last. The loss was in the neighborhood of $100,000, covered by insurance. They will rebuild immediately.

THE SECRET OF ADVERTISING.

If you want to know the secret
Of the way to advertise,
You've got to use some common sense—
Be up-to-date and wise.

It isn't merely filling space,
It isn't all display,
It's telling folks about the goods
In a bright and catchy way.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 74.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Galvanized Iron—Advances declared.
Canada Plates—Full polished, firmer.
Ingot Tin—Price now 48 to 48¼c.
Turpentine—Decline of 2c.
Machinery Cast Scrap—Declined to $13.
Solder—Prices have declined slightly.

TORONTO.

Turpentine—Down 2c.
Paris Green—Quoted nominally at from 19 to 22c. in pound packages.
Churns—New list of advanced prices is in effect.
Ingot Tin—The market has weakened, but is again strengthening, and we still quote 50c.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 25, 1906.

Practically no alterations have been made in the prices of general hardware lines during the week. The market is very steady and the few fluctuations in metals have not appreciably affected the situation of hardware.

Although this is the time of year when a slight falling off in business is looked for, after the rush of early Spring deliveries, the big jobbing houses here report that there has been no let-up in the volume of orders.

Sporting goods are gaining strength every day. Guns and ammunition are moving particularly well, while the demand for fishing tackle and outdoor sports equipment is increasing.

A large business is still being done in freezers. Heavy shipments of these goods have been made right from the commencement of the season. Repeat orders for other Spring goods are coming in very regularly and the season's aggregate will be large.

Owing to the fact that in many parts of Quebec the farmers are only now in the midst of seeding, the provincial business of most of the houses is somewhat quiet.

AXES—No features in the trade, which continues steady. We quote: $7.60 to $9.50 per doz.; double bitt axes $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—Our prices remain as follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34 inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Business is fair and prices remain stationary at $4.25 for cold blast.

RIVETS AND BURRS—The market in this and other staple lines is very steady. Our prices are as follows: Best iron, rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Shipments are quite numerous and fairly heavy. We quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash; f.o.b., Montreal.

MACHINE SCREWS—Business keeps very brisk at unchanged prices. We give discounts as follows; Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—This line, as always, is commanding a good share of attention. We are quoting discounts as follows: ⅜ and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

HORSE NAILS—The jobbers are shipping freely, and mills are full of orders. We quote: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—There is naturally a good demand for wire nails, owing to the great amount of building now under way. We quote: $2.15 per keg f.o.b. Montreal.

CUT NAILS—Trade is about as usual. We are quoting $2.20 per keg f.o.b. Montreal.

HORSESHOES—The mills are continuing a big output, which is being taken up well by the trade. Our prices are: P. B. new pattern, base price, $3.50 per 100 lbs.; M. R. M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—Inquiries and orders are becoming more numerous every day. A particularly good demand is being experienced for guns and ammunitoin.

BUILDING PAPER—Trade is still somewhat quiet, though it is increasing right along.

CEMENT AND FIREBRICK—Turnover is large and local merchants are shipping largely. We give prices as follows: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. "Lafarge" (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21; American, $30 to $35; White Bros.' Eng. cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—Business is good. We quote prices: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—These goods are still selling remarkably well. Repeat orders are constantly in evidence. We quote: American Twin, 2 qt. $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—Large quantities of wire cloth are still being sold. We still quote $1.45 per hundred square feet.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 25, 1906.

Farm and garden tools and accessories are the feature of the present trade. Poultry netting is particularly active, and lawn mowers, garden hose, reels, sprinklers, etc., with similar lines are giving an impetus to business again after the rush times of the general Spring opening up. Woven wire in rolls, and screen doors are going out in large quantities, some big orders being shipped to northern Ontario.

In the more distant points in the province ice cream freezers find a steady market, but in the districts adjacent to large cities this trade is not so great as in former years, as ice cream is distributed there from city makers.

The burning of the Toronto Bolt and Forging Works may cause a shortage in bolts, washers, nuts and other lines made by them, as some big contracts were in their hands. Already some of those who had contracts with this firm are negotiating with American manfacturers with a view to placing orders.

An advance has been made in the list price of churns, which makes quotations as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $12; No. 5, $16. The discounts remain the same.

AXES AND HANDLES—Trade conditions normal, with no price changes.

CUTLERY AND SILVERWARE—A steady business continues to be done.

SPORTING GOODS—Baseball and lacrosse goods and fishing tackle continue in good demand, and gums, ammunition, etc., are selling well.

WASHING MACHINES—Trade is fairly active at present.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; ¾ inch, $3.95;

7-16 inch, $3.80; ½ inch, $3.65; 9-16 inch, $3.55; ⅝ inch, $3.45; ¾ inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent. off.

POULTRY NETTING — This line is particularly active now.

GALVANIZED WIRE — We quote: $2.17½ f.o.b. Cleveland.

BARB WIRE — Prices remain the same. We quote: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—Wire nails are holding at the same price, with the usual large sales of this time of year. We quote: $2.05.

CUT NAILS—The ordinary quantity of cut nails is being sold.

HORSENAILS—The usual trade continues to be carried on. No price changes.

HORSE SHOES—Trade shows up well in horse shoes. Our quotations are as follows: P. B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

SADDLERY—Trade is reported to be active in all lines.

RIVETS AND BURRS—Business is good in these lines with prices the same.

SCREWS—All lines are selling well at present. No price changes.

BOLTS AND NUTS — The destruction by fire of the Toronto Bolt and Forging Works may cause some change in bolts, nuts, washers, etc., as this firm were large producers and had some big contracts on hand.

CORDAGE—We quote as follows: On binder twine, 500 feet, 10c. lb.; 550 feet, 11c. lb.; 600 feet, 12c. lb.; 650 feet, 13½c. lb. Golden Crown, 500 feet, 9¾c. lb. On Gold Medal Brand (imported), 600 feet, 12½c.; 650 feet, 13½c. Discount for car lots: Manila, 15c.; British manila, 11½c.; sisal, 10½c.; double lathyarn, 10½c.; single lathyarn, 10c.; sashcord, "Hercules," 30c. to 32c.; "Star," 36c.; cotton twine, 3-ply, 24c.; 4-ply, 29c.; calking cotton, 16½ to 17c.; cotton waste, colored, 6¾c.; white, 9c.

CEMENT—There is no lessening in the quantity of cement being asked for. All that is being made finds a ready market. We quote: For carload orders, f.o.b., Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Porland, $2.05 upwards.

FIRE BRICK—There are no changes to record. English and Scotch fire-brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27½c. to 35c.

HIDES AND WOOL — The market situation is practically unchanged. Calf skins are most in evidence. Tallow is 1-4c. and wool 1c. higher.

HIDES AND WOOL—The market is steady with little change in the situation. Prices are unchanged from last week.

Hides, inspected, steers, No. 1		0 11
" " " No. 2		0 10
" " cows, No. 1		0 10½
" " " No. 2		0 09½
Country hides, flat, per lb.	0 09	0 10
Calf skins, No. 1, city		0 14
" " No. 1, country		0 13
Dekins	0 80	0 90
Sheep skins	1 50	1 85
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb.	0 04½	0 05½
Pulled wools, super, per lb.		0 25
" " extra "		0 27
Wool, unwashed fleece	0 17	0 18

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 25, 1906.

Many interesting features have developed on the metal market here during the week just passed, and fluctuations have been more numerous and varied than for a long time.

To begin with, tin early in the week took a sensational drop of nearly ten cents per pound. It soon recovered, however, and began to firm up again. At time of writing, the metal dealers are quoting from 48c. to 48 1-2c., and many expect that higher prices will be reached again. At any rate, the London market shows higher prices to-day for both spot and future tin.

Pig lead went in just the opposite direction, making a noticeable jump at the beginning of the week. A slight reaction, however, set in, and prices went down to their former figures. But lead is much stronger than last week, and there is a confident expectation that prices will go up.

In pig iron an advance has been declared on Summerlee No. 3. Indeed, it is very difficult to obtain any old country pig, except the higher classes of Scotch iron. It is even stated that no deliveries of No. 3 will be available until next August. Prices all around are very steady, and bookings are good.

Both ingot and sheet zinc have advanced in foreign markets, though not sufficiently to affect stock prices here. Jobbers' prices are a little firmer, but the trade will still be able to secure deliveries at last week's prices.

In sheet metals, galvanized iron has finally been advanced by the wholesale houses. Frequent advances have been made by importing firms, but so long as local stocks remained good, no move was made to follow suit. It is now seen, however, that they will soon have to replenish their stocks, hence the change in price. Tin plates are the subject of active inquiry just now, as it is generally felt that current prices cannot much longer be maintained.

COPPER—The market shows greater strength this week, though prices are unaltered. We quote: Ingot copper, 21c. to 21 1-2c. Sheet copper, base sizes, 25c.

INGOT TIN—After a sharp decline, strength is again shown, and price is now quoted at 48c. to 48 1-2c.

PIG LEAD—This metal scored a jump early in the week, but a slight falling off occurred, leaving the price as before. It is very firm at these figures, however, and they will probably be advanced very shortly. Our price is $4.35 to $4.45 per hundred pounds.

PIG IRON—Deliveries of the softer grades are very difficult to obtain. We give prices:

"Dom.," No. 1, $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	21 00	"	"
Clarence No. 1	18.00	"	"
" No. 3	17.65	"	"

BOILER TUBES—Conditions of trade are unchanged. We quote prices: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our prices are: Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.

MERCHANT STEEL — Prices are generally firm. We quote prices as follows: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.17½ and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices remain: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—As has been predicted for some time, the Montreal jobbers have been compelled to advance prices, as their stocks have become low and they are now replenishing at higher figures. We now quote: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28

gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—Our prices remain as follows: 28 gauge, $2.40; 26 gauge, $2.35 ; 22-24 gauge, $2.30 ; 19-20 gauge, $2.30 ; 8-10 gauge, $2.45.

CANADA PLATES — Quotations are very steady, and we quote: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

ANTIMONY—Prices are unchanged, and dealers still have no difficulty in getting from 27 to 27 1-2c. per pound.

TIN PLATES—The large buying of the past week or so shows the prevalent feeling that there will soon be a jump in price. For the present we quote: Cokes, base size I C 14x20, $4 ; charcoal, base size I C 14x20, $4.25.

TERNE PLATES—No advance has yet taken place, as the market depends largely on that of tin plates. We still quote $6.85.

INGOT ZINC — Importers are now paying higher prices, but local markets have not yet been affected. Our prices remain 6 3-4c. to 7c.

SHEET ZINC — This line is also stronger, although prices locally remain the same. We quote: $7.75 in casks; $8 in less than casks.

SHEET LEAD—As pig lead is advancing, prices are firmer. We quote: 2½ lbs., 5½c. by the roll ; 3 lbs. and heavier, 5¼c. by the roll ; small quantities 25c. per hundred lbs. extra.

BAR IRON—We are still quoting : $2.05 f.o.b. Montreal.

OLD MATERIAL—All metals remain unchanged in price, though the tendency of zinc is slightly weaker. Machinery cast scrap is also weaker, as the demand has fallen off. Wrought iron remains the same, the mills setting the price. Rubber is a little uncertain. It is perhaps a little weaker, but dealers here are still looking for prices to go higher a few weeks later, when the Spring collections have been worked off. We quote: Copper wire, 15 1-2c.; light copper, 14 1-2c.; heavy red brass, 13 1-2c.; yellow brass, 10½c. ; light brass, 7½c. ; lead, 3¼c. ; zinc, 4c. ; machinery cast scrap, $13.00; wrought scrap, $12.00; stove plate scrap, $11 ; mixed rags, $1 to $1.20 per 100 lbs. ; old rubbers, 7¼c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 25, 1906.

Ingot tin continues to be the feature of the metal market, the past week seeing a sharp decline and a steady reaction which may carry the metal even higher than the former record figures. As far as can be learned the drop of £12 in one day a week ago was due altogether to speculation rather than to any news of increased production or decreased consumption. The London market is improving again, but there is very little real news obtainable, and the trade have to draw their own deductions. A change in sentiment in futures is noticeable, the recovery in price of which was £4 per ton on a business of 920 tons on Tuesday. The market generally, however, has a much better tone, and with a revival of interest on the part of consumers, conditions would soon be normal again. Stocks are light in Toronto and demand not very keen. Solder is, however, selling in large quantities owing to its comparitive cheapness in comparison to pig tin and lead.

Tinned sheets are selling at higher prices in outside markets. Lead and spelter are more active with a brisk business doing in copper.

PIG IRON—A firmer market is reported with the following prices: Radnor at furnace, $30 ; Hamilton and Midland, at furnaces, No. 1 $21, No. 2 $20.50 ; Londonderry, f.o.b. Toronto, No. 1 $22, No. 2 $21.50 ; Middleboro, $21.50.

BAR IRON—There are no changes in prices, but the market is very firm at $2.15 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Fifty cents is asked by dealers with changed prices each day.

TIN PLATES—There has been some heavy buying of plates in the expectation of higher prices. We are quoting: Cokes, base size, 14 x 20, $4; charcoal, base size, 14 x 20, $4.50.

GALVANIZED SHEETS—Trade continues fair and we quote: 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. Buying is fairly active and quotations 23c. to 24c. per pound.

BOILER PLATES AND TUBES — The demand is steady and we continue to quote : Plates, per 100 lbs., $2.35 ; heads, per 100 lbs., $2.60 ; tank plates, 3-16 inch, $2.45 ; tubes, per 100 feet, 1½ inch, $8.50 ; 2, $8.70 ; 2½, $10.50 ; 3, $12 ; 3½, $15.80 ; 4, $20. Terms, 2 per cent. off.

LEAD—The market is very active, but prices continue as before. We quote : Canadian pig lead at $4.40 and English pig at $4.75 per 100 lbs., with bar lead at $5 per 100 lbs.

ZINC SPELTER—Prices are firm and trade lively. We quote: 7 1-4c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

COPPER — Business is brisk with prices unchanged. We quote: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

OLD MATERIAL—All metals are active with prices the same. Dealers' buying prices are as follows : Heavy copper and wire, 15½c. per lb. ; light copper, 13¾c. per lb. ; heavy red brass, 13¾c. to 14¼c. per lb. ; heavy yellow brass, 11c. per lb. ; light brass, 8½c. per lb. ; tea lead $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs. ; scrap zinc, 4¼ to 4½c. per lb. ; iron, No. 1 wrought, $11 ; No. 2 wrought, $3 to $5 ; machinery cast scrap, $13.50 to $14 ; stove plate, $10 ; malleable and steel, $5 ; old rubbers, 7c. to 7¼c. per lb. ; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—Quotations remain as follows: Anthracite in cars at bridges, egg, stove and nut, $5.50 ; grate, $5.25 ; pea, $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines : Lump, $1.50 ; 3-4 inch, $1.40 ; run of mine, $1.30 ; nut, $1.25 ; N. P. and S., $1 ; slack, 75c. ; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges : 1¼ inch, $2.60 ; ¾ inch, $2.50 ; mine run, $2.40 ; slack, $2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, May 23, 19 6

PIG IRON—Cleveland warrants are quoted at 50s. 10 1-2d. and Glasgow standard warrants at 50s. 7d., making prices as compared with last week unchanged for Cleveland warrants and lower for standard warrants.

TIN—Spot tin opened strong at £187 10s., futures at £186, and after sales of 170 tons of spot and 650 tons of futures closed strong at £188 10s. for spot and £187 for futures, making price as compared with last week £19 lower on spot, and £13 lower on futures.

COPPER—Spot copper opened firm at £85 10s., futures £85, and after sales of 50 tons of spot and 400 tons of futures, closed easy at £85 5s. for spot and £84 15s. for futures, making price as compared with last week £1 lower on spot and 17s. 6d lower on futures.

LEAD—The market closed at £16 15s. making price as compared with last week 12s. 6d lower.

SPELTER—The market closed at £27 2s. 6d, making price as compared with last week unchanged.

U. S. IRON AND STEEL MARKETS.

From the Iron Age, May 24, 1906.

The large rail contracts recently reported for delivery in 1907 contrast with conditions in other finished lines, where buyers as a rule show no eagerness. It is estimated that 900,000 tons of rails have now been definitely closed for next year and that nearly 300,000 tons in addition will be carried over from this year. The forwardness of the railroads is calculated to help counteract the hesitation shown by many consumers. In some quarters sales organizations, long used to order books written up months ahead of rollings, are not entirely complacent under present conditions.

The foundry pig iron market is easy under continued inaction. The machinery founders and molders in the various centres involved in strikes are evidently settled down to a test of endurance. Some scattering buying in the east and New England shows that on close competition 25 cents a ton has come off recent prices. In the Central Western Valleys, No. 2 foundry has touched $16, and on malleable business, in which some little inquiry appears, $15.80 has been done. A contract indicating how closely steel making irons are being swept up has been made by a small Shenango Valley furnace about to start, after long idleness. A Pittsburgh steel company has taken the entire output for the second half. Virginia basic is finding its way into western steel foundry districts at slight concessions. An Ohio pipe

foundry is about to close for 12,000 tons of southern iron and eastern pipe foundries are feeling the market.

The billet market is working into a freer condition, more steel being available. In sheet bars the situation is more troublesome and sheet mills are falling behind on their deliveries.

Important contracts for structural steel for New York work are practically closed, 28,000 tons for the Hudson Co's tunnel terminal and 12,000 tons for the City Contracting Co's Cortlandt street building. The open hearth building of the Gary, Ind., plant of the Steel Corporation has been placed and takes 15,000 tons. At Milwaukee a 2,800-ton contract is announced.

Attention is still converging on the bar situation. Large contracts are pending; the question is one of terms. In bar iron conditions are less satisfactory.

An advance from $3.60 to $3.75 per base box in the price of tin plate has come, tardily following the excitement in pig tin. But tin plate manufacturers are largely sold up for the year.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, May 24, 1906.

The world's production of pig iron for 1905 was 53,700,000 tons. The output has doubled in the past fifteen years, the production for 1890 being 26,980,810 tons. Russia has made the best showing, having more than tripled its output in that period. The United States and Germany have run quite evenly, the United States increasing its production in the 15 years by 149.8 per cent. and Germany by 147.0 per cent. In 1890 these two countries made 51.1 per cent. of the world's pig iron; of the total increase in 15 years they furnished 74.9 per cent., so that in 1905 they made 63.0 per cent. of the world's total. To put it in round figures, in 1890 the United States and Germany made one-half of the world's pig iron. While the world's production doubled in 15 years, their own production increased one and a half times, and in 1905 they made five-eighths of the world's total The increase in pig iron production in the past 15 years is not likely to be duplicated indefinitely. Even the statistical record would not bear out any prediction based on this period, for the reason that trade has moved in 20-year cycles, and these 15 years have reaped most of the fruit of the whole cycle. Still, there is absolutely no reason to predict any halt or retrograde movement.

The pig iron market has manifested little change during the past week. Largely through labor troubles foundry iron prices have weakened though the usual run of small orders continues. Both basic and Bessemer iron, however, are in brisk demand and prices are firm. Some large tonnages are pending in the latter, the supply of which is admittedly limited.

The scarcity of sheet bars is unrelieved and sheets are eagerly sought with mills constantly becoming further behind in deliveries. The leading producer of tin plate has advanced prices 15 cents per base box, to $3.75 Pittsburgh. This move was forced by the higher price of tin.

While rail sales of the week have been small, the tonnage already booked for 1907 delivery is enormous. It is estimated that already more than 1,000,000 tons have been contracted for, of which the Illinois Steel Co. has booked 550,000 tons, the Colorado Fuel & Iron Co. 200,000 tons, the Tennessee Coal, Iron & Railroad Co. 150,000, while heavy bookings have been made by the Carnegie Steel Co., the Lackawana Steel Co., and the Cambria Steel Co.

Nova Scotia Trade News.

Halifax, N.S., May 22.

Trade has brightened some since last report. There is a good demand for builders' materials from many sections. Building is not very brisk in Sydney this season, and in consequence business from that section is a little slack. Prices are firm throughout the list. The new lists on bolts and nuts show no change in discounts. Prices on enamelware have been reduced about ten per cent., but they are expected to advance again. Ingot tin is very active. According to recent advices from London, the price has been advanced eleven dollars per ton. Prices here have been increased 4 cents a pound. It is now quoted at 46 cents, and will probably go even higher. Tin plates are now advancing. They are quoted here at $3.85 to $4. A reduction has been made in tarred and dry sheathing, it being now quoted at 45 and 35 cents respectively. Builders' materials show a slight advance, and also cement. Oils and turpentine remain about the same. An early advance is looked for in the price of gasoline. There has been quite a heavy sale for garden tools, made so by the encouragement given in the public schools to the pupils to take up gardening at their homes.

* * *

The city council has just awarded to the Warren Bitulithic Company, of Toronto, a contract for paving several streets in this city. The rate must not exceed $2.69 per square yard, on specifications to be drawn by the city engineer. Some portions of the concrete base will be four inches, and others six, being over newly fitted trenches or soft or spongy spots. The area to be paved covers 26,000 square yards, and the contract will probably amount to about $80,000. The city will retain $4,000 from the amount of the contract for ten years, as a guarantee that the work will be satisfactory. There was keen competition for the contract between the Barber Company and the successful tenderers.

* * *

The Micmac Gold Mining Company is rapidly developing the Micmac gold mine in Leinsigate district, Lunenburg County, and is now marketing its securities upon the New York curb of the Mining Exchange. The Micmac gold mine is a combination of properties which three experts have announced as inexhaustible. The capitalization of the company is $1,500,000, divided into 300,000 shares on which it is expected before the last of the year to pay a substantial dividend. It is stated that there is now over $3,000,000 worth of ore in sight and opened on two or three sides. The last 21,000 tons of ore yielded $216,000. When the new equipment is installed over 20,000 tons of ore will be mined per annum.

New Brunswick Trade News

St. John, N.B., May 21, 1906.

Though nothing out of the ordinary has occurred in local hardware circles of late, the uneventfulness has not betokened a stagnation by any means. Trade conditions have been quiet, but they have been satisfactory in the main. The business done has been at least up to the average of Spring trade and in some cases it has been considerably better. Moreover, the outlook for Summer business is such as to cause the dealer to regard it with a feeling of satisfaction. To date the sale of Summer hardware stock has been fairly good and there are signs that the adjective "fair" will not be applicable much longer. The sale of such goods as hammocks, ice cream freezers, lawn mowers, refrigerators, and supplies for out-door sports, is already quite brisk, and is daily becoming brisker.

* * *

The prices prevailing continue to be markedly firm. In some cases the advances that have almost come to be looked for now have taken place and the indications seem to be that reductions will not come at all generally for some time yet. Collections of late have been good and all in all conditions in the local hardware world are, as said above, such as to be viewed with a large degree of satisfaction.

* * *

Tin prices continue to excite some particular comment and even a little wonder. Apparently, however, the ruling figures are not going to be replaced by others lower at any time in the near future. Ingot tin, as all readers of Hardware and Metal are well aware, is still quoted at a record making figure, and all compositions into which tin enters are bringing high prices. Tin plates, for instance, are firm with every prospect of further advances before long. It may be noted that the high price of tin is affecting the price of the metal used in the linotype machine and in the stereotyping operations of the newspaper. The price asked for these metals, a newspaper manager told your correspondent a day or so ago, is very much greater than was asked a few years back and even considerably more than was asked but a few months since, comparatively speaking.

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C. D. Dunfield, a general dealer of Baie Verte, is seeking to compromise with his creditors at 50 cents on the dollar. He has been in business for about three years.

* * *

William Fisher has taken over the blacksmith and carriage repair business formerly carried on here by G. F. Hawkhurst.

* * *

J. J. Bull, J. S. Sutton, W. H. Wilson, R. G. Ferguson, and others are seeking incorporation as the Maritime Cooperage Co. The capital of the proposed company is to be $5,000.

Hardware and Metal Conditions in Manitoba.

Market quotations corrected by telegraph up to 12 a.m. Friday, May 25, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Business continues very active. Among the retail trade there is sharp competition in wire, but jobbing prices are maintained pretty steadily.

SCREEN WIRE CLOTH — Quoted at $1.55 per 100 square feet.

LANTERNS—The lantern market is still uncertain, but as sales at this season are not large, the trade are showing little interest. Quotations are as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE—There is sharp competition among the retail trade for business in wire, and in some districts it is being handled at cost or less. Jobbing prices are being maintained pretty steadily. Our quotations are as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—Revised list and discounts are now as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ½, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS — The discounts from list prices are 45 and 5 p.c.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—The list on "Irwin" auger bits is now the same as on common bits. Discount on "Irwin" is 47½ per cent., and on the common bits 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES — The price is now 1¾c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 p.c.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—As noted last week, the price has been advanced to 25c. per lb., and this quotation is firmly maintained owing to the high price of tin. Block tin is quoted at 45c. per lb.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Price has been reduced ½c. per lb. Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC. — We quote as follows: Cartridges, Dominion R.F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33⅓; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.00; chilled, $7.50; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—We quote: Bar iron (basis), $2.70; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The price is steady at the recent advance to $5.00 per cwt. for small lots, with a reduction of 25c. per cwt. on ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ⅛ inch, $2.45; ¼, $2.85; ⅜, $3.15; ½, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10½ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are steady. We quote: Silver Star, per gal., 21½c.; Sunlight, 22½c.; Eocene, 24½c.; Pennoline, 25½c.; Crystal Spray, 24½c.; Silver Light, 22½c.; Gasoline, 70-72 (engine), 25½c.; in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE Quotations are: While lead, pure, $6.75;

bladder putty, in bbls., 2½c.; in kegs, 3¾c.; turpentine, pure, in barrels, $1.07; less than barrel lots, $1.12; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote : 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95,

WINNIPEG CORDAGE AGENCY.

Tees & Persse, Winnipeg, have arranged to act as agents of the Consumers' Cordage Company, with mills at Montreal and Halifax. The Consumers' Cordage Company manufacture a most complete line, and with the expansion of the Canadian west this arrangement cannot fail to benefit both manufacturers and the western trade.

British Columbia Trade News

Vancouver, B.C., May 17, 1906.

From the Pacific Coast, where a great deal of international coastwise traffic exists, there goes to Washington a petition which, if acted upon, will have a serious effect on trade from B.C. ports. The petition is sent from the Seattle Chamber of Commerce, appealing to the representatives from Washington State in Congress to urge the ahoption of the second proposed amendment to the Ship Subsidy Bill

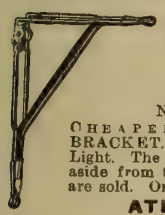
RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

MUNRO WIRE WORKS, Limited
NEW GLASGOW, N.S., AND WINNIPEG, MAN.

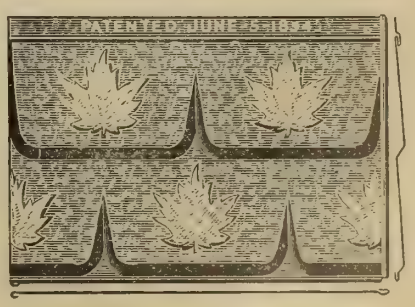
E-Z FLOOR STAIN
BEAUTIFIES YOUR FLOORS
AND
MAKES OLD FURNITURE NEW
EASY TO APPLY. QUICK TO DRY.
THE WINNIPEG PAINT AND GLASS CO., LIMITED
Warehouses—CALGARY, EDMONTON WINNIPEG

We Manufacture in Winnipeg :
Metal Shingles, Sidings and Ceilings, Corrugated and Plain Round Conductor and Eavetroughs in 10 ft. lengths, Metal Windows, Cornices, Skylights.
WINNIPEG CEILING & ROOFING CO., - - Foot Scott St., Fort Rouge
TELEPHONE 2845


Will Hold up a Shelf!
That's what a shelf bracket is for.
For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.
ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

FRANK PEARCE & CO.
Established 1868
Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

PILKINGTON BROS., LIMITED
(WORKS : ST. HELENS, ENGLAND)
BRITISH PLATE AND WINDOW GLASS
ALSO
Wired Rolled — Wired Polished Plate — Prismatic Glass
Figured, Rolled and Cathedral — Rolled Glass
Muffled, Obscured and Enamelled Glass — Plain and Bevelled Mirrors, etc.
Prices on application. FULL STOCK IN OUR WINNIPEG WAREHOUSE.
OFFICE AND WAREHOUSE: 157 MARKET ST., - - - WINNIPEG, MAN.
P.O. Box 164. Telephone 3271.
Also Montreal, Toronto and Vancouver

METAL SHINGLES ARE SURE SELLERS
Wood is too friendly with fire to be on the roofs of houses. Consequently
METAL SHINGLES
are in great demand. Besides resisting fire, they are rain-proof, snow-proof, lightning-proof.
A man in your town, say, is building a house. What is to hinder you getting after a Metal Shingle order? Give the owner the insurance argument, the "fifty-years-wear" argument. If he says to see the contractor, give that gentleman the "future" argument—**That if he recommends wood shingles and trouble arises (as it is sure to) he will reduce his chances for getting contracts**
ASK US TO SEND YOU PRICES


METAL SHINGLE & SIDING CO., Limited
PRESTON, ONTARIO

now before the U. S. Congress. The amendment provides that the subvention shall not apply to American vessels plying between B.C. and U.S. Pacific Coast points. The object of the amendment is to prevent the giving of a premium to American vessels going to Canadian ports to load lumber to be sold in competition with lumber manufactured in the State of Washington, or other coast states. As American vessels are frequently chartered for the adoption of the second proposed amendment would practically debar these by taking away the benefits of the special subsidy.

* * *

While James J. Hill, of the Great Northern Railway, is making a semi-royal progress through Canada West, beginning at Winnipeg, of which city he is a pioneer of pioneers, his lieutenant on the coast, Mr. John Hendry, is making statements respecting the company's plans for B.C. fully as interesting as the larger plans announced in Winnipeg by Mr. Hill. The latter have to do with the construction of a line of railway through Western Canada, while the plans for B.C., as stated by Mr. Hendry. have to do with this province, and really with but the coast section, of that portion lying immediately to the east of the coast section. From the interior, or Boundary district, in which the Hill railway branches have been working for three years, the V.V. & E. line, owned by the Great Northern also, is being pushed rapidly westward, and is, in fact, nearly completed into the rich Similkameen district, the last great valley in Southern B.C. to await railway transportation. To make the line complete and really a benefit to the district and the province, a direct line to the coast must be constructed. This has long be planned, but now Mr. Hendry comes out with the definite statement that grading begins within a month on the coast section. This will comprise the mileage up the Fraser Valley from New Westminster to Hope, and across the Hope Mountains, to connect on the other side of that range with the extension being driven through from the Boundary. All the surveys on the west side of the Hope Mountains have been virtually completed, is Mr. Hendry's statement, and grading is to go ahead at once. The rails are to be here by September, coming by sea from Sydney, C.B.

* * *

A car service bureau, comprising lines operating in B.C., has been formed, to prevent abuse of ordinary car service rules on the part of shippers. The usual demurrage rules and other regulations formerly broken with little or no penalty are to be strictly enforced. Mr. E. J. Travers, formerly a railway man of Winnipeg, has been appointed agent, and the companies included in the arrangement are the C.P.R., Great Northern, E. & N. Ry., V.,W. & Y., and V.V. & E. Railways.

* * *

The Minnesota Hemp Co. has sent a number of packages of hemp seed to the secretary of the New Westminster Board of Trade, to be distributed among farmers who will undertake to raise the hemp. Each package is sufficient to seed half an acre of land, and they are to be distributed by the reeves of various municipalities in the Fraser Valley, and to the best crop grown the Hemp Co. will give a prize. The product is to be shipped back to Minnesota to be tested, and on the result will depend the decision of the company to locate here and put up a factory for manufacture from the raw product.

* * *

Thirty miles of the eighty-mile railway to be built from Dawson to the Stewart River are to be completed this Summer, says J. H. McKenzie, a leading mining operator of the Yukon. The money is being furnished by an English syndicate, and there have been thirteen hundred tons of rails ordered, together with half a million feet of lumber. This material will be shipped north in six weeks' time.

* * *

The effort of the Yukon Government, and several leading mine owners of that district, to secure a better supply of water at the season when it is needed for sluicing, has definitely resulted in the engagement of C. M. Hatfield, the California rainmaker. He sailed from this port on Tuesday on the steamer Princess Beatrice, en route for Dawson. His engagement is with the Yukon Government, and is for $10,000, the candition being that he shall secure sufficient rainfall to give plenty of water at the times required. Half the money is subscribed by mine owners and half by the Government. Hatfield asserts that he has made 37 successful tests of his system in Southern California.

* * *

Lumber prices are, perhaps, responsible for part of the interest being manifested all over the country in the making of cement blocks for house construction. Even in British Columbia, where lumber is supposed to be cheaper than elsewhere, but where cement is also fairly cheap, the use of these building blocks is coming into notice. A company has recently been formed, called the Re-inforced Cement Block Co., to make a new style of block, which has not only the cellular form, but has two steel bands holding the two sections together, thus giving strength with the air space sought for dryness. Other forms of cement blocks have been used for some time here. Their use on the western prairies is very extensive, and in the establishment of cement works at one or two points in the Province of Alberta, is seen a possible large increase in the cement block method of construction for prairie buildings.

* * *

The Braim street railway switch, an automatic appliance invented three years ago by a Vancouver street car man, W. H. Braim, is being taken up by all the coast cities of the U.S., with the view of adopting it if found satisfactory. Mr. Braim, the inventor, has interested the B.C.E. Ry. Co., his em-

DAVID REID & CO.,
22 Stanley Block
WINNIPEG, - MAN.
Manufacturers' Agents selling to the hardware and iron merchants. Correspondence solicited from firms in the hardware, iron and metal trades wishing representation in Winnipeg.

LIQUIDATOR'S SALE OF FOUNDRY BUSINESS

PURSUANT TO THE WINDING-UP Order made in the High Court of Justice, in the matter of The Winding Up Act, being Chapter 129 of the Revised Statutes of Canada and amendments thereto, and in the matter of The OTTAWA FURNACE AND FOUNDRY COMPANY (Limited), dated the 10th day of February, A.D. 1906, and the Order of Reference to the Master at Ottawa, tenders will be received by W. L. Scott, Esquire, Master at Ottawa, up to Twelve o'clock noon on TUESDAY, the 5th day of JUNE, A.D. 1906, for the following property :—

PARCEL 1.—Lots 13 and 14 on the west side of Lyon street, lots 29, 30 and 31 on the south side of Catherine street, lots 13 and 14 on the east side of Bay street, and those parts of lot 15 on the west side of Lyon street, lot 15 on the east side of Bay street, and lots 29, 30 and 31 on the north side of Isabella street lying northerly of the lands of the Canada Atlantic Railway, together with the foundry buildings, plant, machinery, etc., situate thereon, and the tools now on the said premises.

PARCEL 2.—The stock of stoves, boilers and furnaces now on the said premises.

PARCEL 3.—The raw and partially manufactured material now on said premises.

PARCEL 4.—The office furniture now on said premises.

PARCEL 5. — The rolling stock now on said premises.

Inventories of the several parcels may be seen at the office of the Local Master or at the office of the Liquidator.

Tenderers may tender for all or any one or more of the said parcels.

The chattel property included in parcels 2 to 5 is inventoried as follows :—

PARCEL 2	$ 6,776.11
PARCEL 3	10,312.37
PARCEL 4	251.35
PARCEL 5	362.70

Parcel 1 will be sold subject to the taxes, water rates and other rates accrued thereon since the 31st December, 1905.

The purchaser shall have the conveyance prepared at his own expense and tender the same for execution. All expenses of and incidental to the investigation of title, including the abstract thereof, shall be borne by the purchaser. The vendor will be bound to produce only such title deeds as are in his possession.

An accepted cheque for ten per cent. of amount tendered must accompany each tender (which cheque will be returned if tender is not accepted). If tender is accepted the balance of tender price shall be paid within thirty days from the date of acceptance, and upon such payment the purchaser shall be entitled to a conveyance and to be let into possession of the property.

The highest or any tender not necessarily accepted.

In all other respects the terms and conditions of sale shall be the standing conditions of this court.

Further particulars may be had from E. A. Larmonth, Liquidator, Central Chambers, or from Messrs. MacCraken, Henderson & McDougal, Trust Building, Ottawa, solicitors for the liquidator.

W. L. SCOTT, Master at Ottawa.

Dated at Ottawa this 18th day of May, 1906.

successfully used in this city, New Westminster and Victoria for three years. A number of leading officials are to visit Vancouver shortly and see how the appliance works.

* * *

Preparatory to using another source of supply for the city water works, the engineers for Vancouver, Messrs. Hermon & Burwell, are making surveys of Seymour River, a large stream across Burrard Inlet, from which a very large quantity of water can be secured. The intention is to use this for the high level system to be built in the higher portions of the city, south of False Creek. A part of the work goes ahead this year, though it will take two years to complete the system. The cost is estimated at three-quarters of a million dollars, and this sum was voted by the ratepayers at the civic elections last January.

* * *

A plan is being promulgated to establish a wireless telegraphic station here, as well as at other points on the coast. The American Deforest Wireless Telegraph Co. is pressing the matter. A special representative has been in the city, and he states the intention is to establish a line of service from San Francisco to St. Michaels.

* * *

To patronize home industries is the object of a campaign being formulated by the Hundred Thousand Club of Vancouver. Incidentally, the club will look up openings for industries not yet located here, and so from time to time interesting announcements may be expected from them. The possibilities for a tannery, a rope manufactory, and other industries, have already been discussed.

* * *

The Dominion Government is to expend $100,000 in building a dredge to take the place of the old Mud Lark, which has been overhauled for the season's work. The new dredge is to be a dipper pattern, not a suction, as is the King Edward, the big machine built two years ago.

FIRE-PROOF GLASS WINDOWS

THAT ARE FIRE-PROOF

These windows in a fire-proof building, complete the security, and in any building will thoroughly prevent the spread and advancement of the fiercest flames.

Better than iron shutters (even if they happened to be closed at the needed time); fire-proof glass remains intact, resisting both the intense heat of the fire and the action of water.

Many practical tests have proved it's efficiency.

Used in conjunction with our hollow sheet-metal frames and other fire-proof fittings, it gives the most perfect protection available.

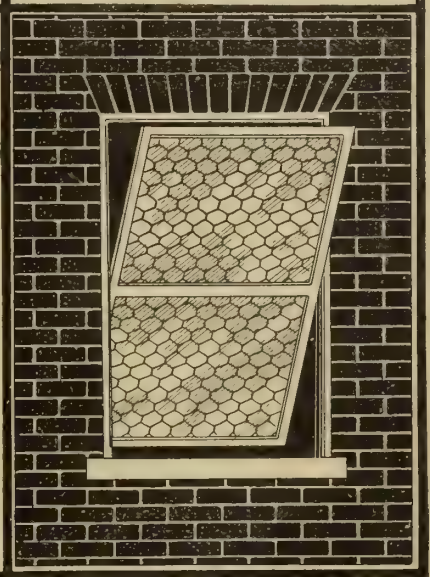
It's adoption lessens insurance rates.

If you want to know more about "fire-proof windows," write us, it's an interesting subject.

...THE...

Metallic Roofing Co., LIMITED,

TORONTO, Canada.



BABBITT METAL.

Metal Industry corrects an erroneous idea that seems to be prevalent concerning the invention of babbitt metal. Attention is called to the fact that although Isaac Babbitt was the inventor of using soft metals in journal boxes, his patent specifications make no claim on the alloy itself, but simply on the method of holding the soft metal in place.

Isaac Babbitt was born in Taunton, Massachusetts, on July 26, 1779. He learned the trade of goldsmith, and in 1824, in his native town, made the first britannia ware produced in the United States, but this enterprise proved unsuccessful. He then removed to Boston and entered the employ of the South Boston Iron Works, and in 1839, while an employe of this establishment, he produced the invention which has perpetuated his name. For this invention he was given a gold medal from the Massachusetts Charitable Mechanics' Association, and afterwards Congress granted him the sum of $20,000 as a reward. In 1844 the invention was patented in England and in 1847 in Russia. After devoting some time to the production of metals he engaged in the manufacture of soap, so that his name has become almost a household word. He died insane at the McLane Asylum, Somerville, Massachusetts, on May 26, 1862.

The fact that in the patent specification no claim is made for the alloy is sufficient to dispel the ordinary belief in this direction. Britannia metal, pewter, or an alloy of tin, 50 parts; antimony, 5 parts, and copper, 1 part, are recommended. The latter alloy is somewhat softer than that now known as "genuine babbitt," which is commonly composed of tin, 96 parts; antimony, 8 parts, and copper, 4 parts. The original idea in the use of a soft metal was practically the same as it is now—i.e., to make a bearing which would conform to the surface of the axle. It is natural, then, that the alloys used to-day are somewhat harder than the original material employed. It is also natural that the same Isaac Babbitt should have been handed down to posterity as the inventor of the alloy, although, of course, quite erroneously.

KEEP EVERLASTINGLY AT IT.

The constant flow of water
Wears away the hardest stone.
The constant gnaw of Towser
Masticates the toughest bone.
The lover's constant pleadings
Win the erst-reluctant maid;
And the constant advertiser
Is the man who gets the trade.

FAKE ADVERTISING IN GERMANY.

The drastic way in which, under the law against fraudulent advertising, a German concern which makes false or exaggerated statements is handled is shown by a case recently reported from Berlin. The defendant, a merchant of Spandau, advertised that he would clear out his stock of goods at less than half price. A customer who made a purchase complained to the police that the advertisement was a fraud. Thereupon the retailer was prosecuted by the police and was fined $150 and ordered to pay the customer $75 damages. On appeal the fine was reduced to $75 and the damages were remitted on the charge that the customer had not suffered any material loss.

FOUNDRY AND METAL INDUSTRIES

Seven smelters are now in operation in Nelson district, B.C.

The township of Brighton, Ont., will erect three new steel bridges.

The Nova Scotia Steel Co.'s machine shops at Bell Island were destroyed by fire.

John E. Askwith and others have purchased a site for a mica factory in Ottawa.

John Bertram & Sons Company will build another shop at their Dundas works.

The contract has been let for the building of Crowe's Iron Works plant at Guelph.

The city of Brandon asks for tenders for large quantities of iron pipe, hydrants, etc.

The production of all kinds of steel ingots in Canada during 1905 amounted to $403,449.

The Western Iron Works, Winnipeg, will go into the manufacture of ornamental iron work.

A discovery of an 85-foot vein of copper is reported on the Judge-Jumble mine in Cobalt district.

The Amherst Foundry Co. have commenced the work of building an addition to their molding shop. The extension will be forty by sixty feet.

The steamer Bergenus is at the Dominion Iron & Steel Co's piers, Sydney, unloading the first iron ore cargo of the season from Wabana, Newfoundland.

The American Locomotive & Machine Works will expend $1,000,000 in extending their works at Longue Pointe. The principal enlargements will be the steel bridge and the locomotive departments.

There is a probability of blast furnaces being established on the Ashbridge's Marsh land in Toronto shortly. The assessment commissioner is negotiating with the interested parties, and prospects are bright for an agreement being reached.

The Transcontinental Railway Commission are inviting tenders for 65,000 gross tons of eighty-pound steel rails (open hearth or Bessemer) and the necessary fastenings, and 1,545,000 railway ties. Tenders will be received up to noon of June 7.

W. F. Jennison, who represents foreign capital, is now engaged in superintending pumping operations at the George's River, C.B., copper mine. As soon as the weather conditions become settled, operations toward the development of the areas at Coxheath will also be commenced.

The steamer Unity, from New York, is at Louisburg, C.B., landing a cargo of steel rails for the Dominion Coal Co. The cargo consists of 9,092 rails, over 1,000,000 pounds. The rails were shipped by the United States Steel Product & Export Co., of New York.

McDonald Bros., of Truro, have been awarded the contract for the erection of the following buildings for the Stanfield's Limited, of Truro. The main building will be 158 feet long by 111 feet wide, three storeys high; power house, 62 feet by 30, one storey; boiler house, 79 x 49, two storeys; annex to spinning mills, 85 x 87, two storeys; pump house, water tanks, etc., for fire purposes, all to be built of brick. It will take over one million bricks, 2,000 barrels of cement, and 112 tons of castings to complete the contract.



Give Your Trade the *Best* Shingle Insurance

Shingled effects are popular now-a-days in the building of modern homes. But without the proper finishing, artistic and pleasing treatments cannot be secured. The *right* finish *must* be used—a finish that both beautifies and protects.

SHERWIN-WILLIAMS
PRESERVATIVE SHINGLE STAINS

insure long life to shingles—protect and beautify the wood. Twenty-three delightful shades are offered for color combinations—the browns and greens are particularly good—and the most pleasing results may be obtained. They are made with Creosote, the best wood preservative known.

S-W. Shingle Stains offer a splendid line of finishes, too, for barns, outbuildings, fences, and any place where soft tones are desired at a moderate cost.

With this line of artistic stains you can give the best shingle insurance to your trade and the most satisfactory results. Write today for further information and make the present painting and building season of profit to you.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.
1811

THE TIN PLATE PROPOSITION.

Extensive advertisements and write-ups are appearing in the daily press booming the Canada Tin Plate & Sheet Steel Company, of Morrisburg. The advertisements are very misleading, for as far as the buildings are concerned, they are in practically the same condition as they were last Fall. A little work has been done in the way of putting on paper roofing, hanging of doors, painting iron siding, etc., but no machinery has been put in, nor has any arrived at Morrisburg so far as can be learned.

The power plant being put in by the municipality is being pushed along vigorously, and should no unforeseen delay come up, it might be completed this Fall.

J. F. Howard has commenced making stoves in the Miller foundry, and is turning out nice castings. He has installed a 15 horse-power motor, electric power being furnished him by the municipality for $7.50 per horse-power from the town's lighting plant. This industry appears to be a good one with good chances of success.

The property of the tin plate company is assessed to J. Wesley Allison, while the land on which the buildings are in process of construction was deeded to the Canada Tin Plate Company some time ago by Mr. Allison. The land and buildings are only assessed for $51,000.

STOVE WORKS FOR MORRISBURG.

The Peterborough Heater and Radiator Co., which was recently incorporated, with a view to manufacturing in that city, from present circumstances may locate at Morrisburg, Ont., which place has voted a by-law granting them certain concessions. It was the original purpose to use a building in Morrisburg until the question of a site in Peterborough was settled, but it now seems that the smaller place will keep the industry.

INGOT METALS

Tin—"Straits" and "L & F"
Lead—Best English
Copper—Lake and Casting
Spelter—"V M" and Ordinary
Antimony—Cookson's

From Stock or for Import to wholesale buyers only.

A. C. LESLIE & CO.
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

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HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
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22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

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Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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CANADA SMELTING CO.
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STANDARD ***Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc***

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The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

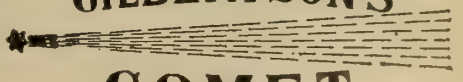
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Perfectly Flat Galvanized Sheets

Is a marked characteristic of

GILBERTSON'S



COMET
Brand

Sold by all jobbers who are up-to-date.

It sells readily, is selected carefully; soft and smooth. Prices lower than other high-grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES.

PAINT, OIL AND BRUSH TRADES

THE LIFE OF PAINT.

As is well known, the ultimate life or durability of a paint film depends to a great extent on its capacity to retain unimpaired a certain degree of elasticity or flexibility, says the Oil and Colorman's Journal, in order that it may accommodate itself to atmospheric changes and to expansion and contraction of the surface on which it is employed. Under the ordinary conditions of applying paints the paint film during and after drying gradually becomes less and less elastic, and more and more brittle, with the result that the strain to which it is subjected causes it to crack. Moisture then enters, and the primary elements of destruction and corrosion come into play. In order to counteract this tendency towards elasticity some authorities recommend the introduction into the paint vehicle of some body which will mitigate to a certain extent the hardening action. Thus, a proportion of non-drying oil, such as cotton-oil, tallow, or rape oil, or of linseed oil soap, is sometimes recommended to be incorporated in the formula. It is exceedingly doubtful whether this is sound in practice, for the reason that a film containing a fluid which remains fluid after the drying oil has become set, is exceedingly likely to develop fissures and cracks through inherent weakness in the film itself. Attention is directed to the point in the present instance, because the matter has recently engaged the attention of some very large users of paint for engineering work, and the question appears to offer a fruitful field for experiment and investigation.

responsible for paint peeling and general bad after effects so often seen. The way the paint is applied and the time allowed between coats has as much to do with the subsequent appearance of paint as anything else. In building a house the painter is the last man on the job, and by the time he is called in so many delays have been caused by lack of men and material that the architect and the builder are impatient and want the thing hurried through. On interior finishes he is called upon to fill the wood, and without giving it a chance to really dry, he must apply the varnish, two or three coats in daily succession. The rubbing is hurried on just as soon as the varnish ceases to be tacky. The result is that in a short time the gloss is all gone and nothing remains but a heavy body of varnish too dull for a polished finish and too cloudy for a wax finish. With varnish there should be ten days allowed between coats, otherwise the result will be disappointing. The same applies to a lesser extent in paints. They, too, should be allowed several days between coats; and in the application of the paint uniform spreading is of more importance than a heavy coat.

Every painter has his own way of mixing, each one thinking the best results can be obtained by his particular method, or his use of certain ingredients. White lead is still conceded, however, to be the best basic material in composition of paint, although a certain percentage of zinc has a beneficial effect. If this exceeds 15 per cent. it is said by observant painters to have a tendency to make the paint peel and crack in a very few years. The claim put forward for a small percentage of zinc is that it keeps the lead from oxydizing, and this theory seems to be borne out by chemists.

Sometimes paint will not stand well if applied to lumber fresh from the mill. On freshly planed lumber there is a smooth hardened surface caused by the planer rollers, which would better be allowed to pass off before being painted, as the pores then become open and the surface loosened so that it will absorb the priming coat. Many of these points are minor in themselves, yet their combination would make a formidable array of injurious elements.

TO PAINT GALVANIZED IRON.

Very few paints seem to adhere to galvanized iron, but flake off in a short time. A prominent chemist has said that red lead gives the best satisfaction of any paint as a first coat for this class of work. It has also been found that a wax solution added to the unmixed red lead paint prevents scaling and cracking, as it tends to prevent cracking resulting from contraction and expansion of the metal. The formula for the wax solution is: Melt a cup of beeswax and when it reaches a thin fluid, pour it into a gallon of raw linseed oil heated to 200 degrees F. For use, add one quart of the solution to every 100 pounds of mixed red lead paints. When uncertain as to the durability of paints a good plan is to have a number of test sheets painted with the different kinds and so placed that they will get the full heat of the sun's rays during the hot days of Summer. It has been found in these tests that the paint with the wax introduced stands the best.

TILBURY OIL WELLS.

An oil flow of 100 barrels per day is reported to have been struck at Tilbury, Ont. This is the fourth good flow that has been struck in this district.

RETURNED MAY 10 1906



Ask an Agent

for

Elastilite Varnish,

anywhere in the Dominion, what he thinks of it and the result will be an order from you by mail or first time our traveler calls.

The Quality does it. In tins only, ½-pint to 1-gallon.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA.

MADE FROM PUREST GUMS OBTAINABLE

Nothing but the finest gums and the best of turpentine, oils, etc., are used in making our

BOAT VARNISHES

That is why they never have been known to fail in "results," to suffer by comparison.

CHAIR VARNISHES

Adapted for the use of manufacturers of Rattan Furniture and Chairs of all kinds. Made with great care.

Have you noticed these lines in our Catalogue? Read the Prices again.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

REPEAT ORDERS ARE COMING IN

every day for

JAMIESON'S FLOOR ENAMEL

We have made it as perfect as we know how and do not believe it can be improved on at any price.

Order on a small lot to try it. You will then know how pleasant it is to sell something really good for a floor. People will take the trouble to call back to tell you how well satisfied they are. They are doing it now as we know from many reports received.

Manufactured by

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St. MONTREAL

Write for prices and show card

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND

OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship**. If **sparks** of **fine quality, set by experts**, are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent

GODFREY S. PELTON
201 & 202 CORISTINE BUILDING, MONTREAL

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade

GLAZIERS' DIAMONDS



IN ALL PATTERNS.

Made only by thoroughly experienced workmen. 10 years as cutter and 16 years as chooser and setter being the experience of our head setter.

Canadian Agent, J. B GIBSONE, P.O. Box No. 478, MONTREAL.
From whom users of glaziers' diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

ANCHOR BRAND
H&P REGISTERED
TRADE MARK

KEEP AN OPEN MIND

as to the merits of

Anchor and English Liquid House Paints

in which the only White Lead used is Brandram's B. B. Genuine, until you have compared them with others.

We then await your decision with an **even mind.**

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

Manufactured by

HENDERSON & POTTS, Limited
HALIFAX and ST. JOHN

HENDERSON & POTTS CO., LIMITED
MONTREAL and WINNIPEG

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 25, 1906.

Although such lines as dry white lead, red lead, orange mineral and gum shellac have gone higher in Old Country markets, no difference has yet been made here, either in jobbing prices of these goods, or in the furnished products.

A decline of 2c. in the price of turpentine is the only change in the price lists. Other lines remain steady.

TURPENTINE—With freer deliveries, the price has again declined, and we now quote: Single barrels, 93c. per gallon; two barrels or over, 91c. per gallon; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

LINSEED OIL—We quote: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 57c. to 58c.

GROUND WHITE LEAD — We give prices as follows: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC — We quote as follows: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD—Prices are firmly held as follows: Genuine red lead in casks, $5.75; in 100-lb. kegs, $6; in less quantities at the rate of $6.75 per 100 lbs.; No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

GUM SHELLAC — We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The Old Country market continues to advance, but we still quote as follows: Firsts in cases, 8 1-2c; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—Prices are quoted tentatively and are subject to change. We quote as follows: Barrels, 600 lbs., 19¼c. per lb.; kegs, 250 lbs., 19½c. per lb.; 50-lb. drums, 20c. per lb.; 25-lb. drums, 20½c. per lb.; 1-lb. pkts., 100 lbs. in case, 21c. per lb.; 1-lb. pkts., 50 lbs. in case, 21½c. per lb.; ½-lb. pkts., 100 lbs. in case, 23c. per lb.; 1-lb. tins, 100 lbs. in case, 22c. per lb. Terms 2 per cent. 30 days.

GASOLINE—Price has risen of late, and ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at the advanced price of 24c. in bbls.

WINDOW GLASS—Deliveries are now being made satisfactorily, and jobbers report an exceptional demand. Prices are steady as follows: We quote: First break, 50 feet, $2.10; second break, $2.20; first break, 100 feet, $4; second break, $4.20; third break, 100 feet, $4.75; fourth break, 100 feet, $5; fifth break, 100 feet, $5.25; sixth break, 100 feet, $5.75; seventh break, 100 feet, $6.25; eighth break, 100 feet, $6.50. Diamond star, first break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second do., $4.80; third do., $5.75; fourth do., $6.50; fifth do., $7.50; sixth do., $8, and seventh do., $9. Double thick, first break, 50 feet, $3.45; second break, $3.75; first break, 100 feet, $6.75; second do., $7.25; third do., $8.75; fourth do., $10; fifth do., $11.50; sixth do., $12.50; seventh do., $14; eighth do., $16.50; ninth do., $18; tenth do., $20; eleventh do., $24; and twelfth do., $28.50.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, May 25, 1906.

In dry colors and ready-mixed paints this has been the banner week since Spring opened up. The sale of these lines is yearly increasing, each succeeding season being a record one with manufacturers. The prices in all regular lines not affected by speculative conditions remain the same.

This week turpentine is again weaker, the Florida crop showing up better than was anticipated, and in a week or so, when the new crop reaches Toronto, there may be still easier prices.

Linseed oil is weaker, but Canadian stocks are light with a good demand, so that it is a conjecture whether or not price conditions will change. Flax seeding has been lighter this year than last in the Northwestern States, and this with the steady demand may have the effect of steadying the market.

White lead is still in good demand, and the high prices are compelling the use of substitutes more and more. Some manufacturers have become independent of white lead situations altogether, and claim to have the equal of it in other basic materials.

Paris green is still high but is quoted nominally at from 19 to 22 cents for

EXTRACTS FROM———————

"The Triumphant History of ARK BRAND PAINT"

"Pressed" praise is valueless. "Merit" praise is valuable. But there's mighty little of the latter going around. Here are extracts from two letters recently sent us by persons we had never seen nor heard of before:

No. 1—"Six years ago I painted three dwellings with 'Ark Brand' Paint; and when I think of the results of that job I am proud of your paint and my work."

No. 2—"The folks here are in love with my new home—say that if it's a sample of what 'Ark Brand' will do, that's certainly the paint to get."

After you have sold "other" paints a while you may get "tripped up" on quantity or quality or get surprises in price matters.

Not so with "Ark Brand" Paint. The **quality** is a foundation stone that never moves. The **quantity basis** is a tower of truth held together by honesty. The prices are the "light of fairness," guiding you to trade.

CANADA'S BEST—ARK BRAND—FOR YOU.



THE FRANCIS-FROST CO. LIMITED
TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish



Roof Paints Mean Business

Have you a good line of Barn Paints?
Let us show you

Ramsay's Outside Paints

They sell at $1.00 a gallon, and that leaves you a handsome profit.

See our show card with our favorite Red No. 108—the correct thing for barns, roofs, bridges; also our Rubber Roofing Black.

See the price—see the profit.

Easy to sell—no unnecessary talk.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

CONCLUDE

to put goods on your shelves that will not stay there too long.

You have heard of

BRANT-LAC

Then there is **BRANTINE OIL FINISH**, a universal varnish; **IRONITE FINISH**, for floors; and **TURPENTINE SHELLAC**, a first-coater.

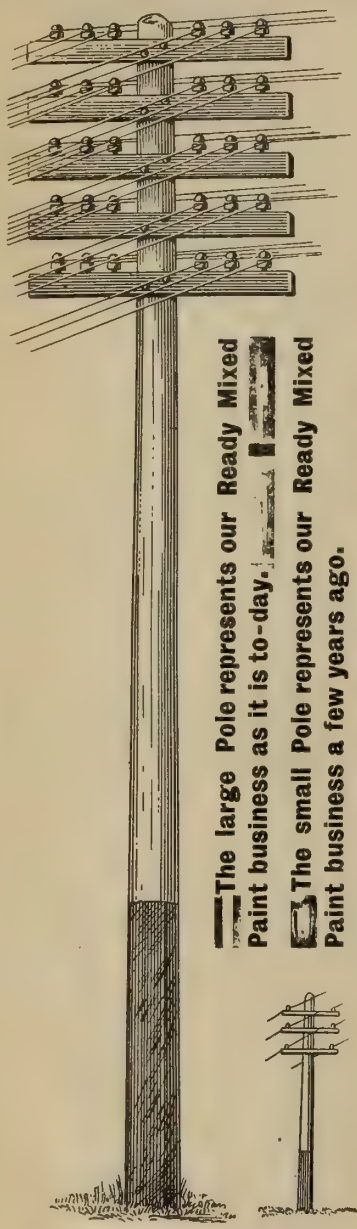
We recommend these lines to the dealer looking for quick sales.

SCARFE & CO., Manufacturers of Fine Varnishes, etc.

BRANTFORD, CANADA

Thomas Black, 76-82 Lombard St., **Winnipeg, Man.**

The Canada PAINT Co. Ltd.



That the sales of THE CANADA PAINT COMPANY cover a wide area may be inferred from the remarks of an English traveller who lately made the "grand tour" in Canada, to observe the condition of the Paint trade in the Dominion. "Wherever I have been" remarks the Tourist, "I see the manufactures of the CANADA PAINT COMPANY for sale literally everywhere. Should the NORTH POLE ever be discovered, I verily believe it will be found that it is painted with the CANADA PAINT COMPANY'S POLE PAINT!"

Berger's pure, and Canadian. These prices are subject to change.

TURPENTINE — Single barrel lots, 94c. to 96c. f.o.b. point of shipment, net 30 days. For less quantities than barrels, $1 per gallon will be charged.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11½c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11½c; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS — Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 8½c to 9c. per lb., and 10c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM—Prices continue unchanges. We quote: Canadian, $1.36; Pennsylvania, $1.61; Ohio, 94c.

WHITE LEAD — Ex Toronto, pure white, $6.30; No. 1, $5.92½c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 560 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7½c.; No. 1, in casks, 6c.; in 100 lbs., 6½c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12½ lbs., 8½c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN—Berger's English and Canadian Government standard from 19c. to 22c.

SHELLAC VARNISH — Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 59c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 62c.; 5 to 9 barrels, 61c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

PAINT WORKS AT TORONTO.

The Canada Paint Company's Toronto works, while not by any means approaching in size their Montreal plant, are, nevertheless, very extensive and well equipped for the particular work that has been allotted to this branch. The business of the company has practically been divided into two sections in so far as manufacturing is concerned, the montreal factory doing the milling and grinding, while the boiling and melting is given over to the Toronto factory. This latter branch is no small thing in a business that has reached the proportions of the Canada Paint Company, for it includes the making of all the varnishes handled by the firm. For this purpose large boilers, melters and filtering machines are required, in the management of which workmen skilled in the art of varnish making are employed. Outside of this work the Toronto plant is chiefly a distributing warehouse for sorting orders, and the smaller consignments, for which purpose it is admirably fitted up. Its storehouses contain complete lines of the different dry and ready-mixed paints, oils, fillers and surfacers, the more combustible materials, such as turpentine and benzine, being isolated in buildings apart from the factory, and in underground tanks. The goods not made in Toronto are received from Montreal in bulk, and are labelled and assorted for shipment in Toronto for the Western Ontario points. The only thing lacking in the equipment of this branch is a railway siding, but it is expected one will be put in at a not far distant date.

RETURNED MAY 28 1906



Canada Paint Company's Toronto Works.

Wall Paper

THE wall paper situation is very encouraging to merchants at present. So far the sales have been first-class, and there is every prospect of continued movement in the trade. A point which is to be appreciated is the high tone of the wall paper demand



No. 1589, made by Staunto is Limited, a handsome parlor panel decoration that is very simple in application. Some chaste, yet elegant, colors are shown in two-tone velours, flats and silks.

This cannot but cause the wall paper dealer much satisfaction. The reign of cheap goods is always found anything but a profitable proposition. The merchant is not satisfied with the profits he reaps ; the customer cannot be pleased with the inartistic designs necessitated by a low-selling price. For these reasons the increasing demand on the part of the public for high-class wall papers may be considered a good omen for trade. Of course the cheap goods will never be completely cleared off the market, since there are always some who will not pay a higher price than they have been accustomed to give, but they can be provided for easily.

GOOD ASSORTMENT

Wall Papers

for Special Orders

For emergency orders send for samples from STAUNTON'S Quick Service—no delay.

Burlaps Dyed — Oil Coated — Double Sized.

Sanitas Sanitary, waterproof wall covering, for bathrooms, kitchens, etc.

Leatherole Permanent, high relief, leather effects, very richly decorated in oil colors.

Staunton's papers afford big profits to the dealer who handles them. They are easy sellers.

STAUNTON'S
Limited
Wall Paper Manufacturers
Toronto, Ontario

Study Harmony.

The designs in wall paper for Spring are many and beautiful. The wealth of color which greets one upon entering the wall paper department is bewildering. There has been a very good demand this Spring for foreign goods, but Canadian wall paper still holds first place. Germany supplies foreign manufactured goods largely. England, too, is offering many designs that are meeting with the approval of the Canadian public. Progress is being made by Japanese goods on the Canadian market, and the high-class tone of the offerings from this little island is rapidly being recognized. It is becoming now not only the duty of the dealer to handle the goods, but also to direct the purchasing party, so as to ensure that party's wall paper harmonizing with the house furnishings. This has become almost an absolute necessity nowadays, since it has become so difficult for the housekeeper to select a suitable pattern from the multitude of designs placed on the market by manufacturers.

Art tapestries are still very much in demand for use on walls. More and more attention is being paid to the ceilings, and manufacturers are encouraging the increasing trade in this direction by putting on the market many new and beautiful effects. Light effects on ceilings are becoming very popular among the high-class trade, following the example set by the English trade.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed
Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and in dustrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Little Bros.' sawmill was destroyed at Haileybury, Ont.

Richmond, Que., will spend $25,000 on their waterworks system.

R. McQuarrie will build a lumber and shingle mill at Port Kells, B.C.

The Regina city council will spend $400,000 on street improvements.

The Shipman Electrical Supply Co. has opened showrooms in Winnipeg.

L. Higgins & Co., Moncton, N.B., will build a shoe factory at Yarmouth, N.S.

The farmers near Tenby, Man., are organizing a company to build a flour mill.

Fred Fry has the contract for installing a waterworks system at Indian Head.

James J. Hill has announced that he will build a road from Winnipeg to the coast.

Cassette & Trudel's sawmill at St. Tite, Que., was destroyed by fire. Loss $10,000.

P. Leblanc's carding and planing mills at Napierville, Que., were burned down. Loss, $4,000.

Fowler's Canadian Co. will make extensive addition to their abattoir plant in Toronto.

The Locks Water Power, Peterborough, will be offered for sale by auction on June 13.

H. Bedell has started a factory at Picton, Ont., for the manufacture of cement bricks.

Taylor Bros.' sawmill, and the electric light plant at Haileybury were destroyed by fire.

Archibald & Getchen, of Winnipeg, will erect a flour mill at Kenora for local capitalists.

The Great West Power & Machinery Co. have been organized to build a gas works at Winnipeg.

The Toronto and Hamilton Sewer Pipe Co. will rebuild at Hamilton; their works destroyed by fire.

A canning factory will be erected at Tilbury, Ont. H. E. Edgecombe, of Strathroy, will be manager.

The Vancouver Island Portland Cement Works will increase their plant to produce 300 barrels a day more.

Business men of Nelson, B.C., have formed a 20,000 club and are taking aggressive steps to increase their population.

The work on the extension of the Canadian General Electric Co's works in Peterborough will be commenced at once.

The Canadian Manufacturers' Association are urging Montreal City Council to advertise its manufacturing advantages.

Negotiations are understood to be on foot for the consolidation of the Granby Rubber Co. with the Canadian Rubber Co.

The largest and most powerful dredge in Canada, being made by Polsons, Toronto, will commence work at Toronto this week.

The Bennet Furnishing Co., of London, have temporarily closed down, pending a dissolution of partnership and reorganization.

The Shearer, Brown & Mills Co., of Montreal, have purchased the Dixon timber limit at Buckingham, Que., and will build mills there.

The Crandall Cutlery Co., of Bradford, Pa., ask for a free site and tax exemption in London, Ont. The council has the matter in hand.

Active work has now begun in preparing the site of the new Royal Bank building on St. James street, Montreal. It will be pushed to completion as rapidly as possible.

The Canadian Westinghouse Co. have made a contract to equip the Windsor, Essex & Lake Shore Railway with motors, transformers, etc. The amount is over $100,000.

Wm. Lorimer, of the Lorimer Automatic Telephone System, Chicago, has announced that his company will build a large plant in Peterborough for the manufacture of telephone appliances.

The American Tobacco Co. have completed arrangements for the erection of a large new plant on St. Antoine street, Montreal. It will be built by the Dominion Engineering & Construction Co.

Companies Incorporated.

The Central Foundry has been incorporated under Ontario charter with a share capital of $200,000 for the purpose of carrying on a general foundry business. The provisional directors are H. L. Bowers, H. T. Bush and R. C. Donald, with head office at Toronto.

Toronto & Belleville Rolling Mills have been incorporated under Dominion charter with a capital stock of $599,999, for the purpose of operating mills for the manufacture of iron and steel. The provisional directors are W. D. Morris, Henry Nicholson, G. E. Barber, R. G. Code and E. F. Burritt with head office at Belleville.

The Hadley Cement Co. of Canada, have been incorporated under Dominion charter with a capital stock of $50,000 for the purpose of manufacturing and dealing in leather and rubber cement. The provisional directors are W. O. Hadley, D. J. Herlihy, J. P. Dent, W. J.

George and Thos. Hall, with head office at Cote St. Paul, Que.

The Contractors' Supply Co. have been incorporated under Ontario charter with a share capital of $100,000 for the purpose of manufacturing and dealing in builders' supplies and structural material. The provisional directors are T. W. Self, Frank Saunders, Richard Chalkley, W. Smallwood, J. Crang, F. R. Love and T. E. Cannon, with head office at Toronto.

BUILDING NOTES.

Fort William will have a $25,000 hospital.

Sintaluta, Sask., will build a $11,000 school.

Eganville, Ont., will build a town hall.

E. Hughes will erect a block at Welland, Ont.

Wingham, Ont., calls for tenders for a new schoolhouse.

A thirty-room hotel will be built at Sintaluta, Sask.

Campbellford, Ont., Methodists will erect a new church.

E. H. Smith will build a $4,000 residence in Hamilton.

F. C. Burroughes, Toronto, will build a $35,000 warehouse.

Charles Ogilvy will erect a large store building in Montreal.

Porter & Co., Winnipeg, will erect a six storey warehouse.

D. H. McAndrew, of Renfrew, will build a store building.

Ottawa building permits last week amounted to $55,000.

A new Roman Catholic church will be erected at Lismore, C.B.

John E. Smith, of Brandon, will erect a block to cost $50,000.

J. Jansen will erect a $10,000 business block at Rosthern, Sask.

A branch post office will be built in Montreal to cost $57,000.

Winnipeg has selected a site for a new bridge across the Red River.

St. Catharines building permits so far this year amount to $200,000.

The Western Elevator Co. will build a large elevator at Fort William.

O. H. Bush has taken out a permit for a $7,500 residence at Edmonton.

J. F. Falconer & Son have the contract for a new rink at Halifax.

The Saskatchewan Hotel Co. will erect a $150,000 hotel at Regina, Sask.

G. H. Walton will build an apartment block in Winnipeg to cost $80,000.

W. F. Cockshutt, of Brantford, will erect a store building in that city.

Crawford street Methodists, Toronto, will build a $20,000 Sunday school.

Robert McAlpine, of Glasgow, will build a twelve-storey building at Winnipeg.

Rudolphe Forget will spend $300,000 in buildings on his property at St. Irenee, Que.

The Eastern Townships Bank will erect a ten-storey building in St. John, N.B.

The House of Providence, Toronto, will erect an infants' home to cost $60,000.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

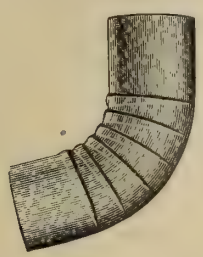
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

Start Right

Now is the time, with stock-taking over, to make your plans for a record-breaking season's trade for 1906.

You can make money selling heating goods, but you must start right—you must have the right agency and you may safely follow the lead of hundreds of the wisest and most successful dealers in the trade in Canada, by basing your season's prospects on the

Pease Economy

line of heating goods.

They will cover the whole range of your needs—save you endless worry and annoyance, build up your heating business on a firm and enduring foundation and, besides, will make substantial profits for you.

Better Write To-day.

Pease Foundry Co., Limited
TORONTO

Pease-Waldon Co., Limited
WINIPEG

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Mine Rescue Apparatus.

Wallach Bros., 57 Gracechurch street, London, Eng., are desirous of appointing wholesale agents in Canada for their "Evertrusty" Shamrock oxygen rescue apparatus, which will allow men to enter mines filled with after-damp, noxious fumes and gases in order to effect rescues and repairs.

Portable Forges.

Now that the building season is upon us and construction work is being carried on, the time is opportune to make a few sales of portable forges. A fine line of these convenient machines in all sizes, as well as post drills, etc., are shown in the catalogue of the Canadian Buffalo Forge Co., of Montreal, who offer to mail dealers a copy upon request.

Maple Leaf Twine.

The Brantford Cordage Co. are prepared to send samples and price lists on binder twine to dealers and handlers. This twine needs no recommendation to Canadian farmers, who are thoroughly familiar with the "Maple Leaf Brand."

Naturo Closet.

An illustrated booklet demonstrating fully the advantages of the Naturo closet will be sent to any one not yet familiar with this closet. The Naturo advertising has made a remarkable impression on the public, and it is worth while to know more about it. For information write the Naturo Company, Salem, N.J.

Barnes Tools.

The Barnes three-wheel pipe cutters are still to the fore among plumbers. A full line of plumbers' tools are made by the Barnes Tool Co., New Haven, Conn., and are illustrated and described in a catalogue which they will send dealers upon request.

WIRE NAILS
TACKS
WIRE

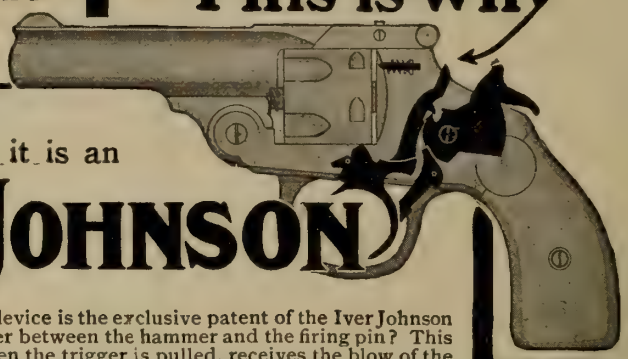
Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT

Accidental Discharge Impossible—

This is why

True only if it is an



IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

Auer Lights.

The Auer Light Company, Montreal, make many claims for their gasoline lamps. It is said that more and cheaper light is given from these lamps than from any other illuminant. A card will secure all information.

Plumbers' Tools.

Threading and cutting machines for hand use are always interesting to plumbers. The Merrill portable machines are well spoken of by users, but if fuller information is desired a card to the Canadian Fairbanks Co., Toronto and Montreal, will secure it.

Pipe Tools.

The Armstrong Mfg. Co., Bridgeport, Conn., call attention in their catalogue of pipe tools to the double taper on all Armstrong dies. Catalogue sent on request.

Range Closets.

The Standard Sanitary Mfg. Company, Pittsburgh, Pa., in an 80-page catalogue show their different lines of range closets, drinking fountains, etc., which will be very helpful to anyone figuring on the plumbing of large or public buildings.

Babbit Metal.

The Jas. Robertson Co., Montreal and Toronto, have a handy little vest pocket note book, full of general information, which incidentally tells about their babbit metals. This is a useful note book, and a request will bring it.

Berry's Varnishes.

Berry Bros., Walkerville, will be glad to tell dealers through their 100-page catalogue the merits of their varnish. Their goods are well known, but a still closer intimacy on the part of dealers would be advantageous, and may be had by getting their book.

Warren's Scales.

The New Warren Scale Company of Montreal, who have been making scales in Canada for over 70 years, are showing some nice lines of platform and counter scales in their illustrated price lists. These are goods which every hardwareman should be familiar with.

Plumbing and Heating Goods.

Catalogues of enamelled baths and other plumbing supplies, as well as of stoves and furnaces, can be had from Orlando Vickery, 178-180 Victoria street, Toronto, on request. Mr. Vickery represents the Amherst Foundry Company and the Guelph Stove Company, in Toronto.

A range well polished and put in the window with the necessary kitchen utensils, giving a price for the whole, is an attraction to those beginning housekeeping.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (a $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE.

HARDWARE, stove and tinware business for sale, including tin shop, tools, patterns, shop fixtures, wagon, ladders, etc.; stock will run about $6,000; situated in good live village, with excellent surrounding farming country; splendid place for two men, hardware man and tinsmith; good reasons for selling. Apply Box 524, HARDWARE AND METAL, Toronto. (21)

QUOTATIONS WANTED

SPINNERS—Quote prices on zinc and copper 1 to 12" spun half balls, in quantities, to Box 53?, HARDWARE AND METAL, Toronto. (21)

BUSINESS CHANCES

HARDWARE—$5,400; large town. Box 532, HARDWARE AND METAL, Toronto. (21)

HAVE you seen the patent air tight down draft Base Burner Coal and Wood Stove? It makes more heat with less fuel than any other stove, and does not cost any more to burn than direct draft stoves. It sells on sight; secure agency now. W. J. Mundy, Petrolia, Ont. (20)

MECHANICS WANTED.

WANTED — Two tinsmiths at once. Apply, stating experience and wages required, to The George Taylor Hardware Co., New Liskeard, Ont. (21)

SITUATIONS WANTED

AS purchasing agent, by experienced young man, age 30, with large manufacturing concern. Active, energetic; now employed. Good office man. References. Box 526, HARDWARE AND METAL, Toronto. (20)

THOROUGHLY energetic and experienced hardware clerk and office man, reliable, trustworthy. Competent as branch superintendent, or any position of trust. Ockenden, 122 McGill St., Toronto. (23)

A COMPLETE builders' hardware salesman, open for a position 1st June; twenty years experience in Canada and the United States. Box 533, HARDWARE AND METAL, Toronto. 22

POSITION WANTED.

AS traveler, by experienced young man, now employed. Active and energetic, with good appearance, to sell hardware and engineers' supplies to mill trade. Good connection. References. Box 529, HARDWARE AND METAL, Toronto. (20)

EXPERIENCED traveler seeks position; highest references. Address Box 531, HARDWARE AND METAL, Toronto. (21)

METAL SHELF BOXES

DO you know that your customers are judging your stock by the general appearance of your store? It is absolutely impossible to keep your goods neatly arranged without using some kind of shelf boxes. Our system enables you to keep all goods of one kind together; you always know when your stock is running low, and you never have to tell a customer you are just out of what they want and then find the next day you had plenty in stock. The Bennett Metal Shelf Box has been on the market for years. Some of the best hardware stores in Canada have thrown away their old wooden boxes and put in our up-to-date metal box. Cameron & Campbell, Toronto.

THIS IS THE SHEET METAL AGE

THE GALT ART METAL CO. LTD.

OUR LINE

Galt "Sure-Grip" Shingles
Quick sellers, quick layers, best roof made.

Galt "Art" Sidings
Galvanized and painted. Very bold, handsome stone and brick effects. Heavy, prominent mortar lines and tuck pointing.

Galt Classik Ceilings
Harmonious designs, interchangeable parts. Easily applied, perfect finish.

Cornices and Skylights
Any design or style; work from architects' details our specialty.

Corrugated Sheets
And all accessories. Straight, true corrugations, all the latest touches in this very popular form of roofing and siding.

We want representatives in every place
Dealers should have our catalogues.

THE GALT ART METAL CO., Limited, Galt, Ont.

The Best Door Closer Is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St., - BIRMINGHAM



Covert Mfg. Co.
TROY, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.



Everything for the Painter



THAT'S WHAT *Stephens'* **STANDS FOR**

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS
"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.

Our extensive advertising creates the demand. Will you supply it?
Our guarantee protects dealer and consumer.
We fill rush orders on day received.

Our big Catalogue is free. Write.

G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers Send for 1906 Catalogue

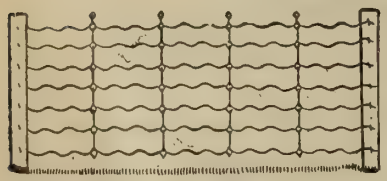


The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal *HAMILTON*

EASTERN AGENTS *ONTARIO*

DIAMOND BRAND



is guaranteed HIGHEST CARBON, Cleveland Coiled Spring Wire, biggest profit, we sell trade only. Car lots shipped direct from our Cleveland plant.

Write before buying.

DIAMOND GRIP. Pat. Jan. 1895

CANADA FENCE COMPANY LIMITED, LONDON, ONTARIO.

TO THE HARDWARE DEALERS

LAFARGE NON-STAINING CEMENT

Fire Bricks and Fire Clay

Drain Pipe and Farmers' Tiles

Plaster

Mortar Color

Mortar and Brick Hods

Wheelbarrows.

Are as much in your line as any other article you sell. If you have lost sales in the past, make up for it now.

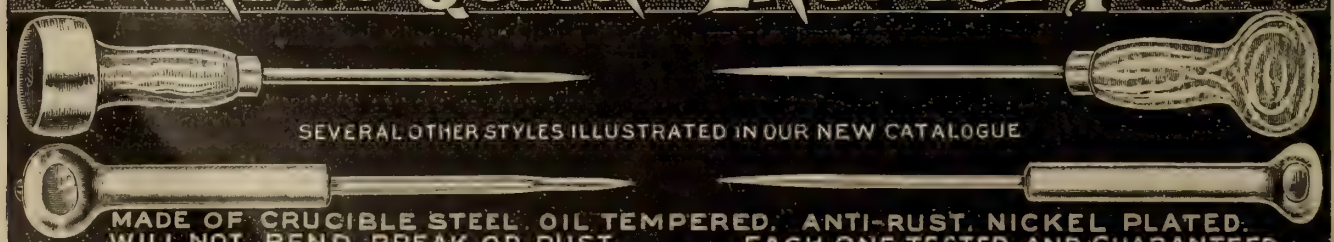
WRITE US FOR PARTICULARS

F. HYDE & COMPANY

KING, QUEEN AND WELLINGTON STS.

MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

"Dominion Brand"

IF YOU WANT TO **CATCH** THE TRADE AND **HOLD** IT,

HANDLE OUR QUICK-SELLING LINES OF

Tarred Felt, Roofing Pitch AND Coal Tar

LOCKERBY & McCOMB, 65 Shannon St., Montreal

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL



Mr. Hardware Dealer—

You will increase your business handling the

MONTREAL BEAUTY NIGHT LAMP

Used in preference to gas and electric light for halls, bedrooms, bathrooms, cellars, etc. It gives a beautiful soft light, burns coal oil, **costs but ¼c. per night**; one filling will burn 40 hours without odor. Size 4 inches by 6 inches. Retail at 75 cts. Liberal discount to the trade. Correspondence invited. Agents wanted.

L. J. A. SURVEYER,
6 ST. LAWRENCE MAIN ST. MONTREAL

WHERE VALUE "SHOWS UP"

No strands ever come loose in the

METALLIC ASH-SIFTER

because each and every wire is folded in by our ***Patent Double Lock Fold.***

The ***Patent Wire Bale*** is attached at the front end of the sifter, and when hooked over a post takes the weight of the sifter off the operator.

The ***Metal Cover*** prevents the dust from rising.

Shall we send you our Booklet ?

C. M. CUTTS & CO.
Sole Makers, - - TORONTO JUNCTION, ONT.

ATKINS HIGH-GRADE SILVER STEEL SAWS



Will do more work in a day, and do it easier, than any other Saws. Because they are made right—of the right material—by workmen who "know how." Our name on every blade.

Insist on Atkins Saws

E. C. ATKINS & CO., Inc.
Home Office and Factory: Indianapolis, U.S.A.
Canadian Office: 56 King St. E., Toronto

The Standard Ideal Sanitary Co. Limited

MANUFACTURERS OF

Porcelain Enamel Bath Tubs Lavatories Sinks Slop Hoppers

"MADE IN CANADA."

Write us at once if you want to secure

A CATALOGUE

of the latest designs of **Porcelain Enamelled Bath Tubs, Sinks, Urinals, Latrines, Etc.**

Now ready for distribution and will be mailed on application.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

Head Office and Factory:
Port Hope, Ont.

Sales Office:
50 Colborne St., Toronto.

SMOKE

WILL FIND THE LEAKS

THOMPSON'S SMOKE MACHINE

IS AN INVALUABLE AID TO THE PLUMBER WHO IS CALLED UPON TO DISCOVER THE LOCATION OF LEAKAGE OF

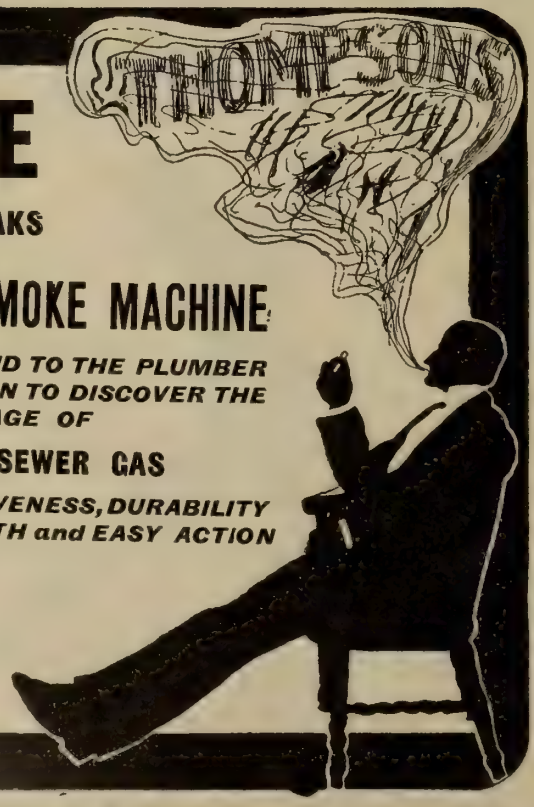
POISONOUS SEWER GAS

SIMPLICITY, SENSITIVENESS, DURABILITY PORTABILITY, SMOOTH and EASY ACTION

are features that recommend it.

NO PLUMBER SHOULD BE WITHOUT IT.

Write for booklet.





EVERYTHING

FOR THE BATH ROOM

PORCELAIN ENAMELED WARE, BATH ROOM FIXTURES, HIGHLY FINISHED FULLER and COMPRESSION WORK

We manufacture a complete line of

PLUMBERS' and STEAMFITTERS' BRASS WORK

The James Morrison Brass Mfg. Co., Limited 89-97 West Adelaide St., - TORONTO

RETURNED MAY 30 1906

PLUMBING AND STEAMFITTING

THE PLUMBING OF A COTTAGE

by J. A. F. Cardiff in the National Builder, Chicago.

ARTICLE VI. (Continued.)

Soil, Waste and Vent Stacks.

Soil stacks are the vertical lines of pipe that receive the discharge from water closets and urinals in addition to any other fixtures.

Waste stacks are the vertical lines of pipe that receive the discharge from any fixtures other than water closets and urinals.

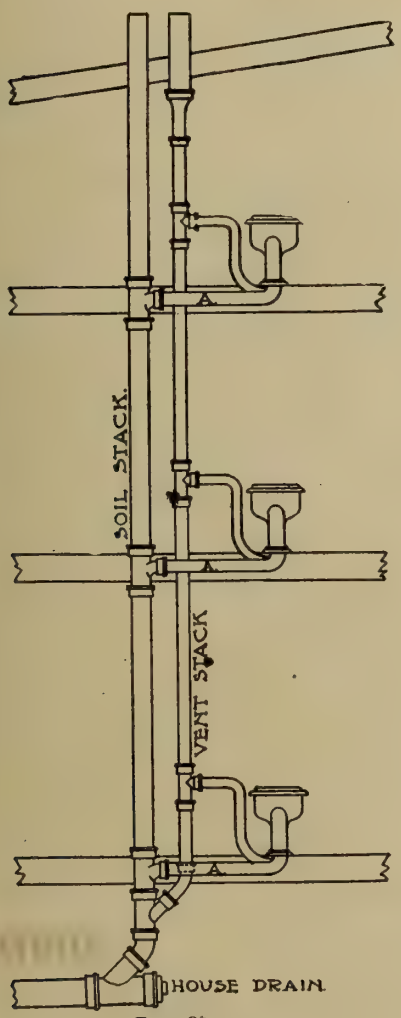


FIG. 33.

A vent stack is a vertical line of pipe, running in conjunction with a soil or waste stack, and the purpose of which is to provide a supply of air to the traps of all fixtures discharging into the soil or waste stacks, so as to protect the water seal of the traps from siphonage and back pressure and to ventilate the system.

The soil stack connects to the house drain at the bottom with a Y fitting, and an eighth or sixteenth bend, and extends to a point about one foot above the roof (Fig. 33).

The soil pipe is the horizontal connection between the water closet or urinal and the soil stack (A, Fig. 33).

Waste stacks are constructed in the same manner as soil stacks, connecting to the house drain at the bottom and

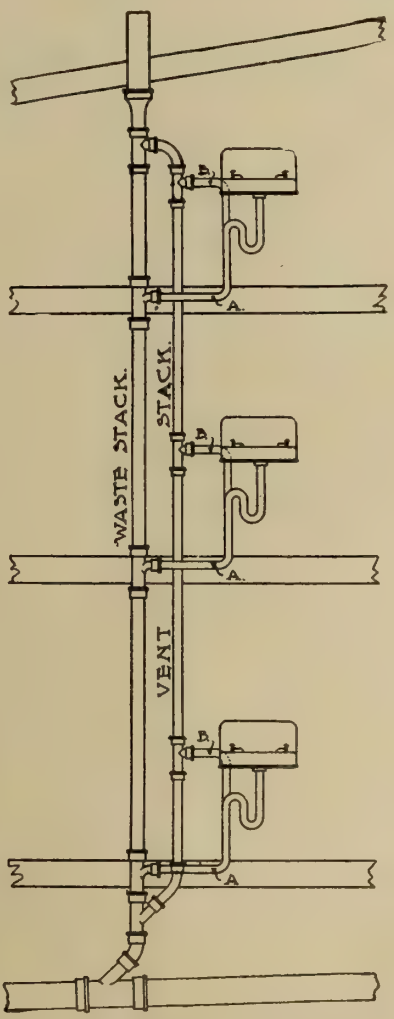


FIG. 34.

extending a foot above the roof (Fig. 34).

The waste pipe is the horizontal connection between the fixture or fixtures and the waste stack (A, Fig. 34).

Vent stacks connect with the soil or waste stacks below the lowest fixture in the manner shown in Fig. 33, so as to prevent the accumulation of rust scales. At the top they either extend above the roof, as shown in Fig. 33, or may be connected to the soil or waste stacks at a point above the highest fixture, as shown in Fig. 34, in which case that part of the soil or waste stack above the connection becomes a vent stack.

The latter method is, of course, less expensive and in no wise objectionable

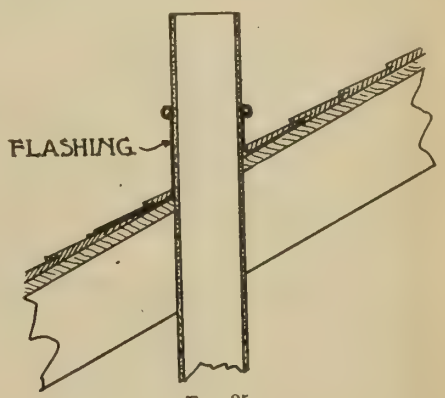


FIG. 35.

for cottage work, but in a building where there are fixtures on six or more floors the vent stack should extend separately above the roof.

The vent pipe is the horizontal connection between the trap of a fixture and the vent stack (B, Fig. 34). It should be set with a decline to the trap so that the water of condensation will drain through the soil or waste pipe.

Soil, waste and vent stacks should be constructed of extra heavy cast iron pipe, or, where a little extra expense is not an important consideration, wrought iron pipe might better be used. Standard cast iron pipe is used to a great extent

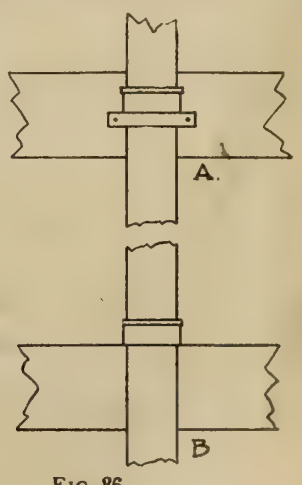


FIG. 36.

but the plumbing regulations of many cities prohibit its use.

Necessary offsets in soil and waste stacks above the highest fixture should be made at an angle of not less than 45 degrees to the horizontal. All offsets in vent stacks should be made at an angle

of not less than 45 degrees to the horizontal.

Soil, waste and vent stacks less than four inches in diameter should be enlarged to four inches at a point not less than one foot below the roof surface, by an increaser such as is shown at (B), Fig. 33, not less than twelve inches long. The increase in the size of the pipe is made in order to reduce to a minimum the possibility of the outlet being choked by frost in Winter.

Where stacks pass through the roof the joint at the intersection of pipe and roof should be made thoroughly watertight by flashing with 16-oz. copper or 6-lb. sheet lead in the manner shown in Fig. 35.

Stacks should be supported at each floor, and where possible between floors with iron straps as at (A), Fig. 36, or by cutting the pipe so that a nub will occur at each floor (B, Fig. 36).

The sizes of pipes and stacks and some examples of their installation will be made the subject of the next article.

PLUMBING AND SANITATION.

A paper by Mr. J. W. Hughes, Montreal, read before the Sketch Club of the Quebec Association of Architects.

(Concluded from last issue.)

Joints of Iron Pipe.

While on the matter of sewers—it may not out of place to say we have not a really first-class joint for iron pipes. The lead joint is not to be depended upon, as, from its nature and the difference in properties between it and the iron, the lead is sure to work loose. The really permanent part of the ordinary caulked joint is the oakum. When proper oakum is used and it is thoroughly caulked, it forms a safe material against any serious leakage of sewer air; the lead holding it in place. It has been my practice for years to put a substantial covering of putty on top of the lead while it is hot, as an additional safeguard. The best joint I know of is made of red lead and oakum. This makes a permanently tight joint, with sufficient elasticity in it to allow for the slight difference in size of ordinary pipes, arising from the various changes of temperature; but it is so filthy to handle that it is unsuitable for general use in house work. Portland cement and oakum also makes an excellent and durable joint. The difficulty with it is the fact that workmen cannot be depended upon, in general practice, to take proper care in mixing the cement; and you have to depend upon the workman, after all is said and done, as you cannot be on hand all the time to watch the various details of a complicated practice.

The introduction of wrought iron pipe, with the ordinary screw joints, has much to recommend it, but there is as yet unsolved the question of durability, although I learn they are trying to pull them out in New York because of corrosion. If the gases and fluids of the sewers attack and destroy a material possessing so great a resistance to such forces as lead and cast iron, it can hardly be expected that so susceptible a material as wrought iron or steel would be permanent. The introducers of this system, evidently appreciating this fact, claim to cover their pipes with some resisting material; but the coating is of necessity so thin as to not be worth the cost of its application. The pipes are thick and no doubt last many years, but there is nothing like cast iron. Speaking of coating pipes, permit me to say that the so-called asphalting should be omitted; in fact, in some towns the plumbing by-laws expressly forbid the use of coated pipe. In Montreal it is so now. The coating at the best is so thin as to be of very little practical use, but it suffices to cover defects. Many a length of pipe has gone into use that, were it not for the coating covering its defects, would never have left the foundry. You cannot see blow holes, cold shuts and similar defects, when covered with a coat of black varnish or tar—politely called asphalt.

Little Danger of Sewer Gas.

Have all pipes that serve as main stacks carried full size through the roof. Omit the intercepting trap; there must be no interception of sewage. Once it leaves the fixture, the quicker it reaches the end of its journey (the main sewer) the better. The basic principle of the water carriage system which we use is the rapid removal of solid and liquid sewage matter from the premises by means of an adequate amount of water, and any checking of this is defeating the very object desired to be obtained. Too much stress has been laid by "faddists" upon the danger of sewer gas getting into the house from the main sewers. Gentlemen, there is no such thing as sewer gas; at least so far the scientific world has not been able to find it. Sewer air there certainly is; that is the ordinary air, loaded with the odors of decaying animal and vegetable matter; but the main sewers are all ventilated into the streets and from our streets we get the air of our houses, we cannot get it anywhere else in the city. Take no chances of the sewer air getting into the house from defects in workmanship or materials of the interior plumbing; but trying to bottle it up, and in so doing obstructing the flow of sewage in the pipes, is not the correct way of doing it.

Pipes for Carrying water.

Water-pipes are, in general practice, made of lead. An excellent material it is for water pipes when it is pure lead, and years ago there was no thought of seeking a better; but of late years so much argentiferous lead (a by product of the silver mines) has been put upon the market that the old "stand by" has lost its character. Pure lead is soft and pliable; the argentiferous lead is hard and brittle and liable to crack and leak. Especially is this the case when it is used for the conveyance or circulation of hot water. Many substitutes have been introduced. Plain iron pipe is apt to rust out in a few years. Galvanized iron has been extensively used of late. Whether the very thin coating of zinc with which it is covered, is an ample protection, time alone will tell, and it is a question whether the inside of the pipe is thoroughly coated. Judging from the experience with galvanized iron range boilers in this city, it is a most unsuitable material that will soon give trouble: and from a sanitary point the contact of water with zinc is very undesirable.

Glass Lined Piping Dangerous.

Glass lined iron pipe has also been introduced in this city, and one would suppose it was an ideal material for the purpose, but I had to remove it from one row of houses, as, for some reason, probably the difference in the expansive qualities of the two materials, the glass after a few years began to break up, and it was no uncommon thing to draw broken glass from the taps. On the removal, and upending of the pipes in question, small particles of glass would come out in quantity. Tin lined iron and lead pipes have also been tried, the difficulty with the tin lined lead pipe being that, in making the joints, the low melting point of the tin caused it to run and make trouble; besides it was expensive. I have here a sample of tin lined iron pipe. It looks all right and combines the durability of the lead with the strength of the iron. At the moment I know nothing against it but it doubtless has its weak points, probably the joint. The difficulty with all combined materials is the unequal expansion and contraction and in some cases galvanic action is set up, that rapidly destroys the material. Taking it all in all, there is nothing better than honest lead pipe for the conveyance of cold water; and copper pipes—iron pipe size, not thin copper pipe, such as I have shown you—for the hot water system. The samples of copper pipe show plainly the effects of both galvanic action and the unequal expansion and contraction between the copper and the solder of which the joints were made. These samples were taken from a house on which no expense was spared in the fitting of the plumbing; and, while the pipes did good service for a long time, in the end damaged ceilings and much worry and expense were caused by their use, and they had to come out.

Ventilation and Heating.

The question of ventilation is too large and important a one for me to take up at this time; but a few words on the heating apparatus will not be out of place. While the modern low pressure steam plant is doubtless the best for some buildings, our Canadian experience so far is that nothing can come up to the modern low pressure hot water apparatus, for ordinary domestic purposes. And here let me say that this form of apparatus had its origin in our city: and in no other city that I am aware of, are the dwellings of the people so generally and comfortably warmed. In fact,

the demands of our people in this respect approach the unreasonable—that 70 degrees should be demanded in sleeping apartments with a 20 below zero temperature outside, is going beyond reason, besides being exceedingly unhealthy. Imagine sleeping in an apartment at 70 degrees, and stepping out in the morning at, say, 25 below zero. The wonder is that our people do not suffer more from throat and lung trouble than they do. Permit me to remark that there never has been a temperature of 30 degrees below zero in Montreal, as far as I have been able to find out. Once, a year or two ago, it went to 26 degrees below. That is, I believe, as cold as any authentic record we have for our city proper. Yet some specifications call for 70 degrees when the thermometer is 30 degrees below.

Heating Depends Upon Building.

I will now tell you the whole secret of having a warm house. There is no other way of getting it in our climate and I want you to keep it constantly in mind. It is to build it warm. No furnace, boiler, stove or other means of supplying artificial heat is sufficient to counteract all the cold of out of doors; and that is what is being attempted when the house is constructed in such a manner as to let in the cold. Honestly built walls of proper thickness, with the joints filled with mortar, not merely jointed outside to look well, are indispensable. Then, no matter how thick these walls are, or how solidly they are built, there must be an air space between them and the inside plaster. This air space must contain confined air, for if the air can circulate behind the plaster, you have a perfect cooling apparatus; in fact, it is on this very principle of moving air that refrigerators are built; but confined air is a good non-conductor and protection against cold. A solid wall that is plastered on the inside, or even lined with porous bricks, will not keep out the cold. It cost me several hundred dollars to find the latter out, but you can have the benefit of my experience for nothing. The walls should be back plastered between the furring, carrying the coating of plaster well up and down between beams, and the furring must be stopped off at the top to prevent the circulation of air. Then door and window frames must be cemented into position tightly with oakum. Stuffing material around them that looks like chopped straw or dried grass, lightly pushed in with a screw driver, as I have seen it done dozens of times, is not caulking in the frames with oakum. The object to be attained is to keep out the cold; and, if you let it in around door and window frames in ever so small quantities it gets behind your inch of plaster, and, instead of having solid walls between your house and the outer cold, you have only the thickness of plaster. If the air behind the plaster can circulate as fast as it becomes heated, it moves off to be replaced by a fresh supply of air from out of doors.

Wastes in Heating.

The door entrances to buildings are another weak spot. In the course of construction the stone and brick beam gets knocked away. The mason has gone, "Mr. Carpenter' lays his floors, sets up his steps, builds the gallery; and there openings are left, invisible but getting in their work of letting in the cold; and the house dwellers wonder why the floors and walls are so cold, and why there are draughts; and "paterfamilias" curses the architect, the furnace man, and coal dealer, because of the size of his coal bill; wonders why "Jones" heats his house with 10 tons of coal, while he, with a smaller house, is never warm and burns 15 tons. The reason is "Jones is heating his house and his neighbor is trying to heat all out of doors—a big contract in our climate. Another weak spot, a very weak spot, of comparatively recent origin, is the ventilated roof. It is right to ventilate the roof, but, when you let the outer air in below the roof, remember, you must keep it from entering the house. A one inch rough board and a thickness of building paper is not proper construction for our Winter, and hundreds of our houses are so constructed. I could give you many instances of this if necessary, I know of two first-class houses where a few bags of sawdust, put on top of the boards in the attic space, made all the difference between a warm and comfortable house and a cold and uncomfortable one, and the unkindness of it was that I had to supply the sawdust and labor because I was so unfortunate as to have fitted a furnace in these houses. Sawdust is not a proper material for the purpose, but you must have something to keep out the cold. Mineral wool is better material.

Percentage of Piping.

Gallery beams projecting through the walls are another source of trouble. The mortar dries around them and the cold pours in just where it will do most harm. Caulk them in tight with oakum if you want the house warm. You will be told they are well bedded. They may be, but timbers when wet with mortar swell, and when dried by heat shrink and the air enters. You must remember that when the air is cold outside and warm in, there is a very considerable difference in pressure, and the cold air is seeking entrance by every crack, cranny and pore. It is possible to blow out a candle through one foot thick of sandstone, and ordinary brick and mortar is much more porous. Keep out the cold by taking the proper common sense precautions at the time the building is being constructed—it cannot effectually be done afterwards—and you will have a warm house, small coal bills, contented clients, possibilities of ventilation, and a good reputation. As to percentages of piping, years ago we never thought of using over 6 per cent. on the ground floor, 5 per cent. on the first floor, 4 per cent. on the third floor, but your modern building is cold with 10 per cent., 8 per cent. and 7 per cent. Why? Simply because the same precautions are not taken for keeping out the cold as were taken in the older buildings.

Blanket Clauses in Specifications.

As a matter of simple justice to your heating contractors, do not put in a blanket clause in your specifications that puts the plumber at the mercy of an unjust and unreasonable client for the balance of his life. Plan your house, specify what you want in the way of heating apparatus, and see you get it; then, instead of running off with a clause that the building is to be heated to a given degree in coldest weather, say: "If the proprietor, after a season's trial, desires additional power or heating surface, the contractor shall be bound to supply the same at contract rates." This is perfectly fair to all but the heating contractor, as he cannot go to a finished apparatus and add to it except at a greater cost than the original work. But he will not object to this I am sure; while the present practice is unfair and unjust to a degree. Imagine my having to put additional radiators, for nothing, in a room that had been occupied for five years as a bedroom and was then converted into a sitting room, and imagine further any architect, calling himself an honest man and a gentleman, backing up such a claim. That it was not necessary was proved by the fact that, when a year after the additional heating was done, the house changed hands, the next tenant had the pipes taken out, because the room was too hot. Of course, there was a cranky woman in the first case.

The Best is the Cheapest.

I must now touch upon a somewhat delicate subject, but it is the most important of all the subjects we have had under consideration. Something has been said about selection of materials and methods to be pursued in their use, but the most important selection you have to make, for your own sake—and the sake of your clients, is the man. The best is none too good. Don't let the continued cry for cheapness influence you. Your reputation you cannot afford to cheapen, and every time you let a contract you put your reputation into the hands of the man you let it to. You cannot watch him all the time, and if he wants watching you have no use for him. None of us can be in two places at the same time, and while you are in your office—or even in your bed—the skin contractor may be wrecking your character. Beware of the man who is always telling you how good a job he is making for you; who is always at the building to point out his good work, and the mistakes the other fellow is making. "Good wine needs no bush." Try to select men who have some character as well as skill and means to put into their work. Beware of the cheap man.

Variation in Tenders.

Tenders will, of course, vary within a reasonable limit, but when some one is away down look carefully into the matter. No one gives a dollar for ninety cents. There is no necessity for so do-

ing, the dollar is always worth a hundred cents. If a man says he is doing it, he is either a knave or a fool, and you cannot for a moment leave your reputation in the hands of such a man. If he is really giving you a dollar for ninety cents he is a fool, and not carrying out legitimate business principles. If he is only pretending to do it, he is a knave, and as honest men you have no use for him. Experience will teach you that as a rule things in this world are worth what they cost. A cheap man or a cheap house, or a cheap architect is cheap because there is something lacking. Of course, the special cases and exceptions come in and in the hurry of tendering, especially under some of the conditions that I am sorry to say exist, it is very easy for a contractor to make a mistake and "leave the roof off" as the saying is. In such a case it is far better to consult over the matter, and allow a man to withdraw. Do not allow him to amend his tender; that would not be just to his competitors, but you can allow him to drop out. Otherwise, when he finds out, as he surely will, that he has made a mistake, the temptation to try and make up his loss will be very great, and we are all human. When you have proved your men, trust them; they will take care of your reputation for you, if they find you are careful of them. It is their interest to do so, and, after all is said and done, self interest is the most powerful factor in all business matters. As a rule men do not become philanthropic until they have made their pile.

Character in the Work.

Another point is that in some, so far as I know, unaccountable way a man's personality and character gets into his work. Take two artists trained in the same school. One takes a canvas, stretches it, applies his color; result, a painting worth fifty thousand dollars. His confrere, using the same materials and having the same training and desire, produces a picture that would be dear at fifty dollars. The training is the same, the materials alike; the difference is in the mental equipment, the personality, the character. If you want Smith's architecture you cannot by any possibility get it from Jones, although Jones may agree to give it to you. It is the same with grosser materials. A friend of mine, whom I congratulated upon having built himself a fine residence, said "Yes, I am satisfied with everything but the woodwork; the carpentering does not come up to my expectations." I replied, "You have good woodwork; your carpenter is a good man and certainly did his best." "Yes," he replied, "that is so, but Johnston's carpenter work was what I was to have had." "But Johnston did not do the work," was my reply. "Oh," he said. "but Johnston's work was to have been the standard." When I told him that only Johnston in the whole world could give him Johnston's work, he paused a moment, then said, "You are right. It never occurred to me before. I engaged the wrong man."

RETAILING LIGHTS TO PUBLIC

By Oscar Herzberg.

Recently the sale of patented articles to the public whereby better lights or better heat may be secured through one's gas or electricity, has become quite a business. The writer having looked into this trade quite extensively for one of his clients, is prepared to make some observations on the attraction and retention of customers therein.

One of the plans which has been adopted has been to put up a light at the buyer's place and keep it there in good shape while the payment is kept up. This payment is called for weekly or monthly, whichever may be convenient, and is a small one, say ten cents a week. Such an arrangement is satisfactory to all concerned, making it easy for the payer, and excellent for the recipient, since the light thus becomes a source of constant income to him. Where he sells the light to the user for a few pennies or even a few dimes, this source of income is entirely obviated.

One of the failures which we still look to the future to eliminate is the poor quality of various lights furnished. That an igniter should crash almost immediately after being put up is a condition that should cease to exist, but it is a frequent one at present, owing to our scant knowledge on this subject. The light companies are frequently cursed for a condition that exists in entire good faith, that is to say, everything that is known is applied, but we have not arrived at the proper applicant. The retailers who apply lights should make this fact clear to their customers. A few years from now and this irritation probably will be entirely removed, or some plan developed whereby the manufacturer of the lights takes the burden upon his shoulders, with more income to him, as in the case of the housekeeper who pays a weekly or a monthly small sum. The ordinary man would more readily pay $5.20 in weekly dimes than $2 in one small sum; the advertiser who has seen this problem in its proper light has secured his reward.

The large manufacturer may advertise his lights through the local newspapers and through the most popular magazines, but these media are not available to the retailer in large cities though the storekeeper in small towns and in villages may use his city dailies. Aside from this the retailer must confine himself to circulars, excellent window display and keep himself constantly in sight by having his various lights showing their merits. If in addition he naturally is a good business man with a good manner, a pleasant easy way of greeting his public, it will aid to a great extent.

What has been very popular in introducing such lights to the people has been the employment of demonstraters to indicate their merits to the public who stand before the store. Appealing as do a great many of such lights to people of refinement who are desirous of learning, this furnishes an easy way of knowing without appearing to desire to learn. When demonstraters are employed by the manufacturer in department stores and other places do so simultaneously, one becomes a rival to the other. Whether the manufacturer's plan of demonstration is more practical than leaving it to the various dealers, is a question we are not prepared to enter; at present the question we are concerned with is influencing the public in their purchase of lights.

One of the best factors in producing trade to the dealers in lights is the enthusiasm of customers. These tell their satisfaction to friends and relatives and gradually but surely the fame of certain lights and heaters spreads.

It always has been the writer's belief that in presenting the merits of the various lights to the public more art should be used—more pictures to indicate what they accomplish most. Being as they are, machines of skill, etc., the ordinary public needs to be informed as to why one light should be rejected for the next. In most cases this is better obtained by a picture than by a description.

In cities, the use of circulars on good paper and of excellent literary calibre in fair envelopes, properly addressed, probably often has brought business to retailers of lights; when in addition there are the proper pictures, the right demonstration, the business vim about the store as needed, as indicated above, and quite a number of new novelties in light and heating always about the establishment, bringing constant trade, the selling of lights to the public probably will be as profitable a trade as any of its competitors.

HOW MIRRORS ARE MADE.

The making of modern mirrors consists first in ridding the glass to be used of all defects and then silvering. If the mirror is to be beveled, additional operations of beveling and preparing the glass precede the silvering. Nowadays silver has, to quite an extent, taken the place of mercury in this industry.

In selecting glass suitable for mirrors, the experienced workman, by placing a piece of black cloth behind the glass, and looking through at an angle, quickly discovers all defects. Even the scratches and stains must be removed in the making of a really good mirror. Scratches are removed by holding the glass upon an upright buffing wheel covered with felt. The stains are removed by a device known as a "blocking machine." Unless it is to be beveled a glass free from stains and scratches is ready for silvering.

For beveled mirrors, plate glass is used. The bevel is obtained by holding the glass against a horizontal roughing wheel, sand and water playing an important part in the operation. The bevel, like the surface, must also be polished. An emery wheel is used to remove the sand and clean the surface. Then after being held against a horizontal grindstone, a polishing wheel with pumice stone is used. To brighten the glass, a buffing wheel rouge upon it is employed.

At least three things are claimed for silver in place of mercury in the making of mirrors. In the first place, that it reflects more light; secondly that mirrors can be turned out in less time, and, in the third place, that the work is made more healthy for the employes. In silvering a modern mirror, after the glass has been freed from defects and

sufficiently polished and washed, a preparation that will hold the silver is poured on. Next the glass is removed to a perfectly smooth table which is heated by steam. As the silver solution is poured upon this table a goodly per cent. of it at once begins to adhere, the remainder later being drained off. Over the back, shellac is then applied to keep out the moisture.

In the earlier days of mirror-making, sheets of tin foil were first placed upon the surface of the glass and pressed closely to it, after which it was covered with quicksilver, the quicksilver at once forming an amalgam with the tin. Various methods are employed in making mirrors where quicksilver is used.—Popular Mechanics.

TORONTO PLUMBERS REORGANIZE.

For some time an effort has been on foot to bring about a reorganization of the master plumbers and steamfitters of Toronto and success has at last crowned the labors of those active in the work. The recent negotiations regarding a wage schedule with the journeymen were the means of bringing together about 60 of the bosses who had joined the Employers' Association, and this number was considerably increased at the last meeting in the Employers' rooms on Victoria street on Monday evening. The new officers are: L. Legrow, president; D. J. Morgan, vice-president; A. G. Ritchie. 64 Adelaide street east, secretary-treasurer, and John F. Knott, sergeant-at-arms. The new organization will meet on the first and third Mondays of each month.

TORONTO'S SEPTIC TANK SYSTEM.

The contractors have been putting in sewage mains under difficulties in the Kew Beach district in Toronto's eastern suburbs. The plans for the drainage of this section embrace all the streets south of Queen, from Woodbine avenue to Hammersmith street. There is to be a main along Queen street and on all streets between the two mentioned, and north of Queen street a main will be run for a distance of two hundred feet.

One of the worst spots so far encountered was at the foot of Kenilworth street. There the ground is very swampy, and a pump had to be used before the fifteen inch mains could be laid. The difficulty was finally overcome, and the trench is now dug the whole length of the street and manholes put in. The trenches are very carefully cribbed, so as to prevent the possibility of a cave-in.

A large septic tank is to be erected on the lake front to receive the sewage of the district, the ground south of Queen street being too low to be drained in any other way.

TO ENFORCE BY-LAWS.

The water commissioners of Peterborough will enforce the by-laws in regard to plumbers taking out permits for water connection, and reporting on the number of taps, etc., they put in.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, May 25, 1906.

All plumbing goods are now moving freely. Everybody wants immediate shipments of goods, and it is hard to get prompt shipments.

Only one price change of importance is to be noted this week, quotations on solder having declined, owing to the drop in ingot tin.

Iron pipe remains stationary, although an advance in price is obviously only a question of time. Conditions are rapidly becoming much firmer.

RANGE BOILERS—Good sales are being made by the local supply houses. We give the following prices: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—Prices and discounts are the same as last week. Pig lead is, however, showing much strength, and any material advance in the primary markets would no doubt be followed by quotations on pipe being amended. We quote: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Demand is large, keeping prices steady. We are still quoting: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

IRON PIPE—In spite of a confident feeling which has existed for some time, that prices on these goods would have to be advanced, we can only say at present, that the situation shows as much firmness as ever. We quote: Standard pipe in lots of 100 feet, regular lengths, ¼ inch, $5.50; ⅜ inch, $5.50; ½ inch, $8.50; ¾ inch, $11.50; 1 inch, $16.50; 1¼ inches, $22.50; 1½ inches, $27; 2 inches, $36.50; discounts on black pipe, ¼ inch, 62 per cent.; ⅜ inch, 62 per cent.; ½ inch, 71½ per cent.; ¾ inch and upwards, 73½ per cent. Discounts on galvanized pipe: ¼ inch, 47 per cent.; ⅜ inch, 47 per cent.; ½ inch, 61½ per cent.; ¾ inch and upwards, 63½ per cent. Extra heavy pipe of 100 feet lots are quoted as follows: ¼ inch, $12; ⅜ inch, $15; 1 inch, $22; 1¼ inches, $30; 1½ inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—There is an active demand for this class of goods. Quotations are unchanged and are as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent off. Fittings, 60 per cent. off.

SOLDER—Owing to the fact that ingot tin declined sharply during the week, we are now quoting easier conditions in solder. Our revised prices are: Bar solder, half-and-half, guaranteed, 26c. to 26 1-2c.; No. 2, wiping solder, 20 1-2c.

ENAMELWARE—Jobbers are making big sales in all the leading lines. We give prices: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.15, special $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2½ inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, May 25, 1906.

Solder is not so strong this week, and is quoted by some jobbers as low as 22¾c. for wiping and 27¼c. for half-and-half.

Lead pipe continues at the same price, but while the price is firm there is no expectation of any change.

Business is a little easier this week but going along steadily. Throughout the country goodly quantities of corporation brass and engine fittings and supplies are being used.

All other prices except those mentioned remain as before, and with the exception of the commodities affected by tin and lead, there is little likelihood of any other changes for the present.

LEAD PIPE—Prices are firm on lead pipe as pig lead is up, but no change has been made. We quote: Lead pipe, 8c., discount 20 per cent.

SOIL PIPE AND FITTINGS — The usual good business is being done, with prices the same. Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Iron pipe continues to go out in large quantities. There are no price changes so far, although there were rumors of a higher price being asked. Our quotations are as follows: Black, 1 in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS—The usual demand is not at all lessened. Prices continue same as previous quotations. We quote as follows: Cast iron elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleabl? unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-

plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

GALVANIZED IRON RANGE BOILERS—Prices remain the same on all sizes, and trade is becoming more active. We quote as follows: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallons, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11.00; extra heavy, $14.00; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—A steady business continues to be done. No price changes. We quote: Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.

SOLDER — The market is a little weaker, and a drop is recorded from our last quotations. We quote: Bar solder, half-and-half, guaranteed, 27¼c.; wiping, 22¾c.

ENAMELWARE—There have been no price changes recently. A large business continues to be done. We quote as follows: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

NEW FORGE SHOP EQUIPMENT.

Numerous large manufacturing establishments are awarding contracts for new forge-shop equipments to be installed during the Summer, and similar equipments for manual-training schools will be placed in many institutions during the vacation season. Recent large orders obtained by the Buffalo Forge Company have come from the Midvale Steel Co., of Pennsylvania, and from the Lynn works of the General Electric Co. Orders are also on file for the Calumet (Mich.) High and Manual-Training School, and the Indiana Reformatory at Jeffersonville.

SYSTEM GONE TO SEED.

"The old man" has just seized the telephone transmitter and called up his manager, this being the final step in a long "thinking spell" about the overloaded system in his business. He has come to the conclusion that he has no further use for a so-called "system" that so envelops employes in red tape that it ties up all energy and initiation and turns men into machines. These are the "sparks from the old man's wire" as caught on the fly and recorded by Frank B. Rae, Jr.:

Hello! That you, Lane? I want you to drop everything, take a good, sharp ax and go over this office cutting out superfluous system right away, now! We're getting all snarled up in a lot of pesky red tape. I want it thrown out.

System essential? I know that. I didn't build up this business by guesswork. But we've just got a thin core of real system running through our business—and around that a lot of deadwood has gathered that you think is system. But it isn't. It's red tape—system gone to seed. Fact is, Lane, the business has been growing so rapidly for the past three years that we've sort of lost track of first principles.

Can't handle your people without it? There's just the greatest danger of red tape—it over-regulates employes; too much machinery in the office makes them machines. And—

Men have no initiative? Not after you've got through with them—carding and numbering them like so much merchandise. Take my word for it, Lane, the force here is made up of human beings, not "help." I believe we can trace half our office troubles to the fact that red tape has almost wiped out individuality among the clerks. I don't believe we get the best there is in the boys when they're handled like so many adding machines or billing machines or phonographs

No—no—you're not right there, Lane. We need men in the business. You and I and one or two more can't provide all the brains and ideas and energy—and we won't always be here. The more gray matter that is convoluting for our interests, the bigger those interests will become. We want a system that will make men think—not one that takes all need or desire to think away from them; and—

Exactly. Now change things around so as to infuse a little cayenne and self-confidence into the boys. The automatic, double-checking, self-acting mistake-preventing system may look very sweet and tempting on paper, but if it gets a strangle-hold on personal ambition and kills initiative, it's a mighty expensive economy.

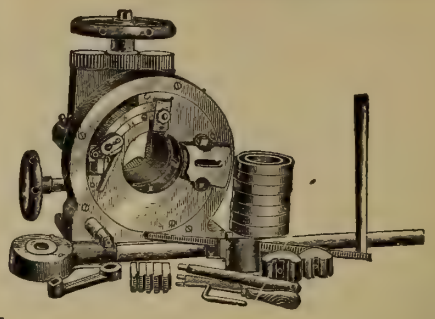
Take the case of Egan. He's a branch manager now, but he'd have been a clerk all his life if the tape hadn't broken down and given him a chance. He marked time for three years, going through routine. Then the chief clerk got sick and Egan had to take his desk. Had a few letters to write and a few orders to give. That touch of responsibility made Egan. In a week he was hustling around on his own hook, helping to run the business—and he's been helping ever since.

Exception? Not a bit of it. Anyway, if it was, I want you to find whether there are any more of those exceptions floating around in this office undiscovered. That's the sort of opportunity we ought to chuck under the nose of every clerk every day. I don't want a system that develops plodders—I want one that develops men.

Sure. You know these things as well as I do. The trouble is, the telegraph poles of routine are passing by you so fast that you can't see the significance of an isolated pole

Will have to revise your system? You bet—revise it so that we get the use of those brains. Loosen up the red tape and give that ambition elbow room. Make your regulations positive instead of negative. For I tell you, Lane, we can make more money by utilizing brains and ambition than we can possibly save by restricting our clerks to an error-proof system. That's the idea. Good-by.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking. Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand



Fig. E 283

Fig. E 274

PATENTED

GLAUBER

RUBBER JOINT CONNECTIONS

Fig E. 281

Fit any Basin or Bath Cock and always insure an absolute Tight Joint

SAVE TIME SAVE MONEY

GLAUBER BRASS MFG. CO.

CLEVELAND, OHIO

This Boiler is Half Sold The Minute You Begin to Talk It to a Customer

Ten minutes of your time spent talking the points of The Oxford Hot Water Boiler will acomplish more in real profit-earning than an hour put in trying to sell another make. Why? Simply because the Oxford merits are so plain to see, so easy to prove. They stick out all over the Oxford—the sloping walls that save fuel, the triangular hollow grate bars that make the fire burn a lot of air and so assure **PERFECT** combustion, the absence of rubber joints that leak and the use instead of the Oxford Push-Nipple joint that simply never can leak—and these are only part of the selling points of

The Oxford System of Hot Water Heating

If you'll write and ask questions, we'll show you plain as day that you **NEED** this boiler in your business and need it **NOW.** Why not write and ask to-day?

The Gurney Foundry Co., Limited

We also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Steam Boilers, Radiators, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta. 528A






DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The Oshawa Steam and Gas Fittings Co. Limited

Stocked by all Leading Wholesale Houses.

SPECIALTIES

Hot Air Furnaces. Cash Weights and Washers.

Fine Grey Iron Castings.

OSHAWA, - CANADA

FIRST AND ALWAYS FIRST

There can **only be one first**, though there may be lots of claimants and those who would be mighty glad to get a "tie."

IMPROVED

Daisy Hot Water Boilers

have been accorded first place by a discerning public. There are more "Daisy" Boilers sold than any other boiler. There are fewer "Daisy" Boilers being repaired than any other boiler.

The "Daisy" is the "no-complaint" boiler. People who take "others" in preference to the "Daisy" are people who buy without reason. They are anxious to invest their cash in coal—have money to burn.

An ounce of "Daisy" is worth a pound of all other boilers. Sell the "Daisy" and success awaits you.

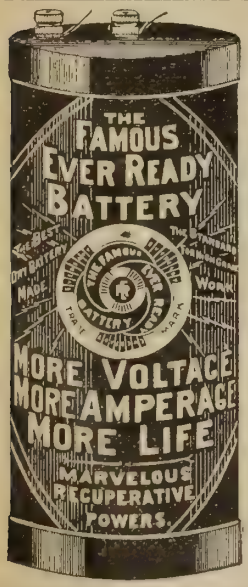
Large stock of Iron Pipe, Cast and Malleable Fittings, Brass Goods, everything to complete a Heating System.

R. J. CLUFF & Co.

Lombard Street, Toronto.

ONTARIO AGENTS FOR

WARDEN KING & SON, - MONTREAL



The Ever Ready Dry Battery

FOR AUTOMOBILE and

GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

50 YEARS EXPERIENCE



in the spring business has taught us that quality counts

For Reliable Goods, Send Specifications to

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Kerr's Extra Standard

GLOBE VALVES

are of the best quality. They give the best of service and are moderate in price.

Every valve is **TESTED**, and **PACKED**, and **GUARANTEED.**

WRITE FOR CATALOGUE

The KERR ENGINE CO., Limited

Manufacturers

WALKERVILLE - ONTARIO

"Standard" Plate P-1552

For PUBLIC INSTITUTIONS, ASYLUMS, SCHOOLS, FACTORIES, Etc.



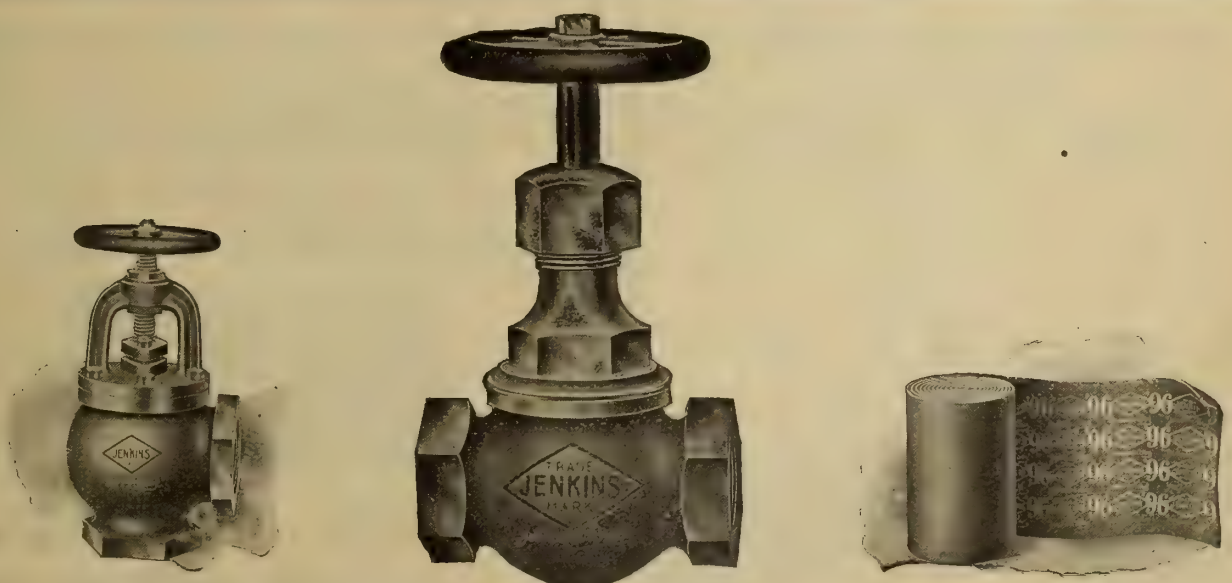
Write for our 80-page catalogue FREE on request of "Standard" Modern Sanitary Appliances for Public Institutions, Schools and Factories. It is the standard reference on these subjects.

A sanitary fixture sold under the "Standard" guarantee label is absolutely the best for the particular use for which it is designed and planned. We manufacture a complete line of Range Closets, Urinals, Drinking Fountains, Sectional Lavatories for all kinds of Public Institutions.

The wear and strain to which sanitary fixtures in public institutions are subjected, makes it imperative that only the best goods be installed. "Standard" fixtures have withstood the test of hardest public service.

Standard Sanitary Mfg. Co.

Factory Department, Room 1309, Bessemer Building, Pittsburg, U.S.A.



Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street, Boston, Mass.

New York Philadelphia Chicago London, E. C.

From "Torontonians as we see 'em"



W. G. HARRIS, Gen. Manager

HERE ARE TWO

BABBITT METALS

"IMPERIAL" 40c per lb.
No. 4 - 7c per lb.

"IMPERIAL"—No engine too large or particular but this metal will serve.

No. 4—Our lowest metal, for much light work is excellent value.

If you want to know what we know, let us know what you want to know.

We are Babbitt Specialists

THE CANADA METAL CO.
TORONTO

SUNLIGHT ON TAP AT NIGHT
is an easy matter with

ACETYLENE

Absolutely the best and safest lighting for stores, offices, workshops and factories. It's like daylight—white and brilliant, but soft and steady. Costs very little, too.

WRITE US FOR INTERESTING FACTS AND FIGURES.

THE CONTINENTAL HEAT & LIGHT CO.
17-19 Busby Lane, MONTREAL, P.Q.

100 CANDLE POWER



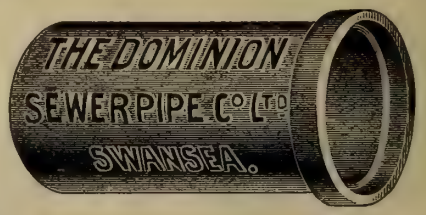
½¢ PER HOUR

AUER GASOLENE LAMP
Gives more light than
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.
Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.
Catalog and discounts on request.
AUER LIGHT CO., 1691 Notre Dame Street, MONTREAL

Phone No. Parkdale 1809
Post Office and Telegraph Address Swansea

The Dominion Sewer Pipe Co., Limited
Swansea, Toronto, Ont.

This is a good time to order your stock.



VITRIFIED SALT GLAZED

SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

The Dominion Sewer Pipe Co., Limited
Works: Swansea, Toronto, Ont.



Why not Stock Penberthy Goods?

MR. DEALER: You should place that order for those brass goods at once. Be prepared for your trade, and don't be obliged to send them next door. Our goods are always in demand. Why not write us at once and secure our Catalogue No. 21? We can save you money.

PENBERTHY INJECTOR CO., LIMITED, WINDSOR, ONT.



FAIRBANKS' VALVES

The best that money or skill can produce

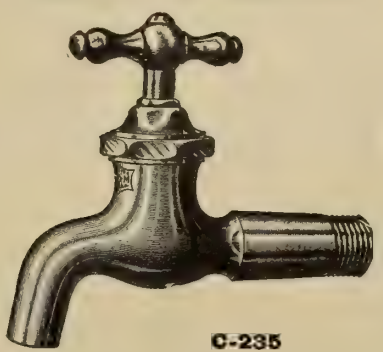
Among other features we have :

Quality of Metal
Renewable Disc
Interchangeable Parts

Send your next Valve order to

THE
CANADIAN FAIRBANKS CO., Limited
MONTREAL TORONTO WINNIPEG VANCOUVER

MUELLER
COMPRESSION WORK
SPECIAL PATTERN BIBB



C-235

The washer in Mueller Special Compression Bibbs is encased full depth in a recess or cup in the stem disc.

The washer can't spread or become frayed.

Each bibb bears this Trade DECATUR H◇M ILL. U.S.A. Mark

and is **UNCONDITIONALLY GUARANTEED.**

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A*

Why Not Make a Start Now?

Because you have neglected to order trade-winners like

"BLACK DIAMOND"

TARRED FELT

"JOLIETTE" AND "CYCLONE" BRANDS OF SHEATHING

There is no reason why you should continue to miss the business. And the same can be said of our

READY ROOFING, BUILDING PAPERS, WRAPPING PAPERS

We would like you to write for particulars—not some other day, but to-day.

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

May 26, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$48 00 $50 50

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	
Refined "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"I" " warranted		0 14
"C" "		0 09
Jonas & Colver's tool steel		0 10 0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard		0 08 0 09
CrucibleSteel Co.—		
" Rex high speed steel		0 65 0 75
" Self-hardening		0 45 0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond		0 08 0 09
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 40
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard GenuineBabbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Bo Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11½
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No. 1	0 08
" " " 2	0 07
" " " 3	0 06

Discount according to size of order.

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge		2 70
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10½ oz. (American gauge)	4 25
28 gauge "	4 00
26 " "	3 75
24 " "	3 50

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 45		3 40
22 to 24 gauge	3 60	3 85	3 65
26 "	3 90	4 10	3 90
28 "	4 15	4 35	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00	10 00
" ¼ "		5 60
" 5-16 "		4 45
" ⅜ "		3 85
" 7-16 "		3 70
" ½ "		3 55
" 9-16 "		3 45
" ⅝ "		3 35
" ¾ "		3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	[count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	21 00

Bars.

Cut lengths, round, ⅜ to ⅞ in.	26 00
" round and square,	
Cut 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 75	7 00
Domestic " "	5 00	5 25

ZINC SHEET.

5-cwt. casks	7 75
Part casks	8 00

LEAD.

Imported Pig, per 100 lb	4 25	4 35
Bar, " "		4 65
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's per lb	0 27½	0 28

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$19 65		17 65
5 feet "	20 65		18 65
5½ " "	22 15		20 15
6 " "	24 90		22 90
Plate E II			
5 feet 2½ in. "	19 15		17 15
5½ " 2½ " "	20 65		18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.650 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings— Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 09	⅛ inch	2 92
¼ "	2 09	¼ "	2 92
⅜ "	2 42	⅜ "	3 27
½ "	3 05	½ "	4 20
1 "	4 37	1 "	6 20
1¼ "	5 96	1¼ "	8 21
1½ "	7 15	1½ "	9 86
2 "	9 54	2 "	13 14
2½ "	14 50	2½ "	21 80
3 "	19 00	3 "	28 60

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c

Cushion work, discount 50 and 10 p.c.

Fuller work, discount 70 p c.

6 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves, discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 percent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 75 per cent.

No. 1 compression bath cock net	1 75
No. 4 " "	1 90
No. 7 Fuller's "	2 35
No. 4½ " "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.

Patent Compression Cushion, bath cock, No. 2208	2 25
Square head brass cocks, discount 65 per cent	
" " iron " " 60 "	

Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon net	25 00
" 35 " "	29 00
" 40 " "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20,00
82	21 00	24.00
100	29.00	34.00
120	34.00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS.

Medium and Extra heavy pipe and fittings, dis. 60 per cent.

7 and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND EBONY HANDLED RAZORS



FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SOLDERING IRONS.

1½-lb. per lb.	....	0 37
2-lb. or over "	....	0 34

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 27	0 27½
Wiping	0 21	0 22½

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	....	0 08
Chrome yellow	....	0 15
Golden ochre	....	0 08
French "	....	0 08
Marine black	....	0 04½
Chrome green	....	0 10
French permanent green	....	0 13
Signwriters' black	....	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.	
Pure	6 00	6 25
No. 1	5 65	5 90
No. 2	5 30	5 65
No. 3	5 05	5 30
No. 4	....	4 75
Munro's Select Flake White	....	6 50
Elephant and Decorators' Pure	....	6 30
Tiger brand, pure	....	5 75
Monarch	....	5 75
Essex Genuine	....	5 75
Brandram's B. B. Genuine	....	7 50
"Anchor," pure	....	6 00
Sterling Pure	....	6 00
Ramsay's Pure Lead	....	6 00
Ramsay's Exterior	....	5 75
Crown and Anchor, "pure	....	5 75

RED LEAD.

Genuine, 560 lb. casks, per cwt	....	$5 75
Genuine, 100 lb. kegs, "	....	6 00
No. 1, 560 lb. casks, per cwt	....	5 50
No. 1, 100 lb. kegs, per cwt	....	5 75

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 07
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5¼	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 45
" " " ½ gal.	....	1 40
" " " gal.	....	1 35
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, gal.		1 35
" " " " " ½ gal.		1 40
" " " " " ¼ gal.		1 45
Sterling House Paint	....	1 25
" Floor "	....	1 25
National	....	1 05
Jamieson's "Crown Anchor"	....	1 20
Senour's Floor Paints....gal.	....	1 20

PARIS GREEN.

600-lb. barrels	....	....
250-lb. kegs	....	....
50 and 100 lb. drums	....	....
25 lb. drums	....	....
1 lb. paper boxes	....	....
½ lb. tins	....	....
½ lb. paper boxes	....	....
¼ lb. tins	....	....

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	C 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
Copaline, per gal. can		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; 5 per cent. discount. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—

	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes. 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 35 3 00

House.

American, per lb. 0 35 0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cen

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb. 0 07½ 0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55 and 5
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60

Machine Bolts, all sizes, ⅜ and less	55	
Machine Bolts, 7-16 and up	55	and 5
Plough Bolts	55	and 5
Blank Bolts	55	and 5
Bolt Ends	55	and 5
Sleigh Shoe Bolts	70	
Coach Screws, cone point	70	and 5
Nuts, square, all sizes, 4c. per lb. off.		
Nuts, hexagon, all sizes, 4½c. per lb. off.		
Stove Rods per lb., 5½ to 6c.		

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German	per doz. 6 00	9 00
American	" 12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply, not under 45 lb. per roll		0 95
Ready roofing, 3-ply, not under 65 lb., per roll		1 20
Carpet Felt	per ton	55 00
Heavy Straw Sheathing	per ton	35 00
Dry Surprise		0 37½
Dry Sheathing....per roll, 400 sq. ft.		0 35
Tar " 400 "		0 45
Dry Fibre " 400 "		0 55
Tarred Fibre " 400 "		0 65
O. K. & I. X. L. " 400 "		0 70
Resin-sized " 400 "		0 45
Oiled Sheathing " 600 "		1 00
Oiled " " 400 "		0 70
Root Coating, in barrels....per gal.		0 17
Roof " small packages "		0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels....per gal.		0 15
Roofing Pitch....per 100 lb.	0 80	0 90
Slater's felt	per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American	per doz. 1 00	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33	per gross 7 50	8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire Brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x2", ex wharf, per 1,000	36

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon....per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

Paterson's Wire Edged Ready Roofing

(RED STAR BRAND)

FIRST IN QUALITY
FIRST IN DURABILITY
FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing. Don't you want to know how you can easily secure their profitable orders?

The Paterson Mfg. Co., Limited
Toronto and Montreal.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 60 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10		cent
Arcade	70	" 10	"
Kearney & Foot	70	" 10	"
Disston's	70	" 10	"
American	70	" 10	"
J. Barton Smith	70	" 10	"
McClellan	70	" 10	"
Eagle	70	" 10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70	to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

For less than 100 feet of one size, pane at less 33⅓%. Terms 90 days net 2½ 30 days.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to cent.

Wire Gau

Winn's, Nos. 26 to 33	ea	1 65 2 40

GILLETT'S POWDER LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ½-inch	per gross	....	9 00
" " ⅝ "	"	....	10 00
" " ¾ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10

Sledge.

Canadian	per lb.	0 0

Ball Pean.

English and Canadian, per lb.	0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
Store door	per doz.	1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00 1 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz	4 40	
" " 2, "	4 85	
Barrel, Underhill	5 00	

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge— to 10 in.	per 100 lb.	.... 4 50
12 in. up	"	 25
Spring, No. 20, per gro. pairs		.... 10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.		
Planter	per doz.	4 00 4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	10 10 00
Chandelier	per doz.	50 1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	.... 0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base	3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent		
Cabinet trunk and padlock American	per gross	.... 0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	.... 2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$ 3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes	....	2 50

Woodyatt, ball b'ring, 12 to 20-in 5 60 to 7 45
Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—
11½ in. wheel, size 21,23,25..$10 00 14 00
10½ in. ball bearing 12 to 20. 5 50 6 75
9 in. 3 or 4 knives 2 75 3 25
10½ in. high wheel 3 75 4 75
8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20 5 60
Galvanized	"	1 87 3 85
King, wood	"	2 75 2 90
King, glass	"	4 00 4 50
All glass	"	0 50 90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am	per doz.	0 50 6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	.... 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire
2d	3 70	3 15
3d	2 85	2 80
4 and 5d	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 10

F.o.b. Montreal. Toronto 10c. higher.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	

OAKUM.

U. S. Navy	per 100 lb.	.... 6 75
Plumbers	"	.... 3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	.... 7 80
"	"	.... 9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English ....per doz. 2 00 . 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
" man ..... " 0 60 0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz. 0 55 1 00
Axle ..... " 0 22 0 33
Screw ..... " 0 22 1 00
Awning ..... " 0 35 2 50

PUMPS.

Canadian cistern 1 40 2 0016
Canadian pitcher spout 1 80 3

PUNCHES.

Saddler s .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RAKES.

Wood.....per doz. net 1 20 up.

RAZORS. per doz.

Elliot's 4 00 18 00
Boker's 7 50 11 00
" King Cutter 13 50 18 50
Wade & Butcher's..... 3 60 10 00
Wilkinson's..... .... 12 50
Carbo Magnetic..... .... 15 00
Griffon Barber's Favorite 10 7o
Griffon No. 65..... .... 13 00
Griffon Safety Razors..... .... 13 50
Griffon Stropping Machines.. .... 13 50
Lewis Bros. "Klean Kutter" 8 50 10 50
Hindoo 10 50 14 00
Orgsteom's Swedish..... 3 50 10 00
Henckel's 7 50 20 00
Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal..... 0 10½
Pure Manilla..... 0 15
"British" Manilla..... 0 11½
Cotton, 3-16 inch and larger 0 21 0 23
" 5-32 inch 0 25 0 27
" ⅛ inch 0 25 0 28
Russia Deep Sea 0 16
Jute..... 0 09
Lath Yarn, single 0 10
" double 0 10½
Sisal bed cord. 48 feet.....per doz. 0 60
" " 60 feet..... " 0 75
" " 72 feet..... " 0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 75
" No. 50, nickle-plated, " 0 80
Common, plain..... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
"Eureka" tinned steel, hooks " 8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb. 2 00 2 25
Solid ..... " 1 50 1 75

SASH CORD.

Per lb..... .... 0 31

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

	(Hollow Back)	(Reinforced S Scoop.)
Moose.....	$17 50	$16 30
Bear	15 00	15 30
Fox	12 50	14 30
Black Cat....	10 00	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

SQUARES.

Iron, No. 492 .....per doz. 1 90 2 25
" No. 493 ..... " 2 40 2 55
" No. 494 ..... " 3 25 3 40
Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb. 0 28 0 60
Hindostan ..... " 0 06 0 07
" slip ..... " 0 09 0 09
Labrador..... " 0 13
" Axe..... " 0 15
Turkey ..... " 0 50
Arkansas..... " 1 50
Water-of-Ayr ..... " 0 10
Scythe .....per gross 3 50 5 00
Grind, 40 to 200 lb., per ton.... .... 25 00
" under 40 lb., " 28 00
" 200 lb. and over 31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... " " 7 50

TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 15
" " tinned..... 80 and 20
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk....85, 12½ and 12
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and apanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails 52½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nailz, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line, in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets..... 45

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00

TINNERS' SNIPS.

Per doz..... 3 00 15 00
Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Liston's, discount 10 per cent.
German.....per doz. 4 75 5 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" 4-ply 0 29
Mattress .....per lb 33 0 45
Staging..... " 0 27 0 35

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " No. 2..... .... 5 50
Saw Vise..?..... 4 50 9 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....		$2 15
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. I and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14, $3.65 to $3.65—No. 15, $4.20—No. 16, $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb..... .... 2 60
Galvanized, plain twist 2 75
Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

High Carbon, No. 9..... $2 60
" No. 11 ..... 3 25
" No. 12 ..... 2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 45
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz. 56 00
Square " " 59 00
Eclipse, per doz 48 00
Dowswell " 36 00
New Century, per doz 72 00
Daisy..... 48 00

WRINGERS.

Leader, 11 in.....per doz. 32 00
Royal Canadian, 11 in. " 29 00
Royal American, 11 in. " 29 00
Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

When you buy Canadian-made goods you increase your own sales.

Buy these Brands of FILES and RASPS

MADE IN CANADA

AMERICAN -- ARCADE -- EAGLE -- GREAT WESTERN
GLOBE -- KEARNEY & FOOT -- McCLELLAN -- J.B.SMITH

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Wrought Iron Pipe and Cast Iron Fittings

We have a full assortment of all sizes from 1-8 in. to 6 in.

ALL READY FOR SPRING TRADE

MAIL YOUR ORDERS TO

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Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co,, Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Imperial Cement Co., Owen Sound.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Refrigerators.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell. Toro

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Skates, Etc.
Canada Cycle & Motor Co., Toronto.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Morton, B. K., & Co., Sheffield, Eng.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont.
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Ventilation is Important

as a feature of modern buildings.

There are many buildings and residences, whose occupants are afflicted with drowsiness and headaches, because the ventilation is imperfect, or has been altogether neglected.

THE AEOLIAN VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, stables, etc.

As will be seen from the accompanying illustration, **The Aeolian Ventilator** is very rnamental in appearance, while also possessing exceptional lasting qualities.

We like to talk about the "Aeolian" Will you write us for particulars?

Read this testimonial:

OTTAWA, June 4th, 1903.

Messrs. THE J. W. HARRIS CO., LIMITED, Montreal.

Gentlemen,—In reply to your letter of 1st of June instant, beg to say the "AEOLIAN" Ventilators we got from you have always proved satisfactory to us and we can recommend them where such an article is required.

Yours respectfully,
McKINLEY & NORTHWOOD.

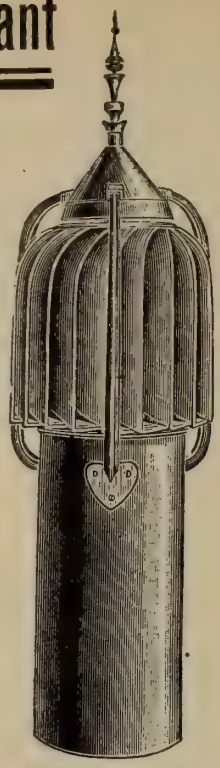
The Price is Inconsiderable in Comparison with the Results

Manufactured by

THE J. W. HARRIS COMPANY, LIMITED

SUCCESSORS TO LESSARD & HARRIS, CONTRACTORS

Montreal.



THE AEOLIAN VENTILATOR
(Can be supplied in copper, if so desired)

THE SUN ECLIPSED BY "PUTZ"

Putz! What is Putz?

PUTZ, "Lion" brand, is the most popular and satisfactory metal polish in the world. PUTZ, "Lion" brand is put up in boxes in the form of liquid as well as paste and is known as PUTZPOLISH.

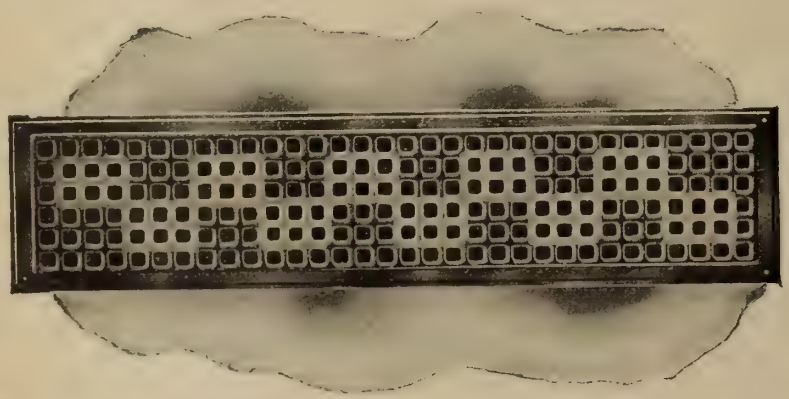
The finest thing for metals is the "Lion" brand. "Lion" brand, PUTZ contains no acid. Its use will not injure metal of any kind. PUTZ gives a lasting polish to all metals. It will neither scratch nor rub off. The "Lion" brand saves hours of work. It acts in minutes as compared with hours by old systems of polish. When applied on the surface of iron, of zinc, of nickel, and metals of all descriptions especially, the Triple Extract Putz Polish for Metals, the "Lion" brand, liquid or paste, gives a brilliant and lasting sheen.

Insist upon getting PUTZ, "Lion" brand.

SOLD BY ALL GROCERS AND HARDWARE MERCHANTS.

AGENTS:

T. C. COLLINS & SON, MONTREAL

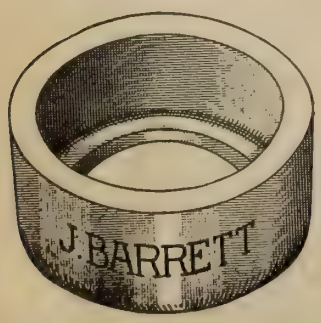


Wrought Steel One-Piece Screens

For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches.

Hart & Cooley Co.

New Britain, Conn., U.S.A.



HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00	per 100
3-in.	"	$7.00	" 100
3½-in.	"	$8.00	" 100
4-in.	"	$9.00	" 100

Complete list on request

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

371 Elgin Avenue, - WINNIPEG, MAN.

ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

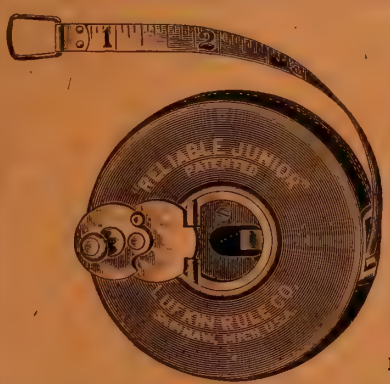
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our Illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Newmarket" Horse Clippers
"Newmarket" " " (Power)
"Grand" Ball Bearing Horse Clippers
"Warwick" Wide " "
"Warwick" No. 1 and No. 2 " "
Goodwood " "
Handicap " "
Despatch Toilet Clippers

Manufactured by Messrs. Burman & Sons, Limited, of Birmingham, England, (established 1871).

SALES AGENTS FOR CANADA:

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

HANSON'S



DRY COLD AIR PRINCIPLE

Makers of the Best Refrigerators

PRICES MODERATE

Write for a catalogue; it will not cost you a cent, and may be the means of doubling your Refrigerator sales.

Our cheapest goods have all Brass Trimmings. No Elm used in the construction of our goods. The cheapest made in ash and the better class in oak, lined with Galvanized Iron or vitrified enamel, insulated with mineral wool, automatic refrigerator traps.

J. H. HANSON, 422 and 424 St. Paul St.

MONTREAL

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, JUNE 2, 1906 NO. 22.

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
For Sale by Leading Wholesale Houses.

CANADA

MORE POPULAR THAN EVER

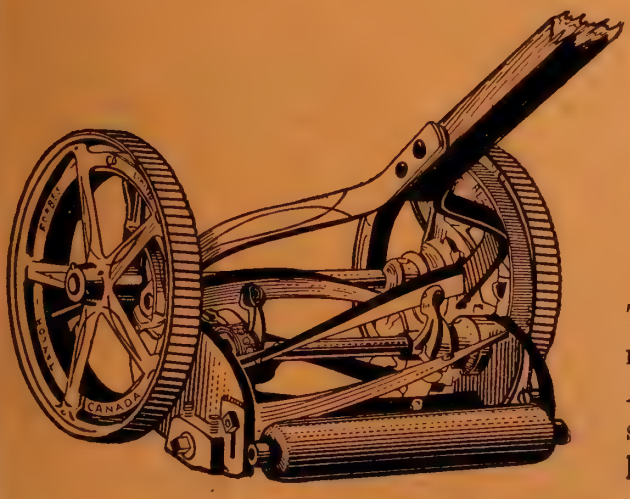
after forty years' trial.

WHY?

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

Have You Ever Sold Them?



Woodyatt, Empress, Star, King Edward, Daisy, Ontario, Philadelphia

The leading jobbers carry these mowers, the majority of the hardware stores sell them. Are you one of the few who have never swung in line? If so, you need our **Lawn Mower Catalogue**.

TAYLOR-FORBES COMPANY, LIMITED

The Largest Manufacturers of Hardware in Canada.

TORONTO: 1088 King St. West
Head Office and Works: GUELPH, ONT.
MONTREAL: 122 Craig Street.

See Classified List of Advertisements on Page 71.

HAMMOCKS

RETURNED
JUN 4 - 1906

No. A31—Quarter color, 36x78; open weave; concealed spreader at head and wood bar at foot; no valance.

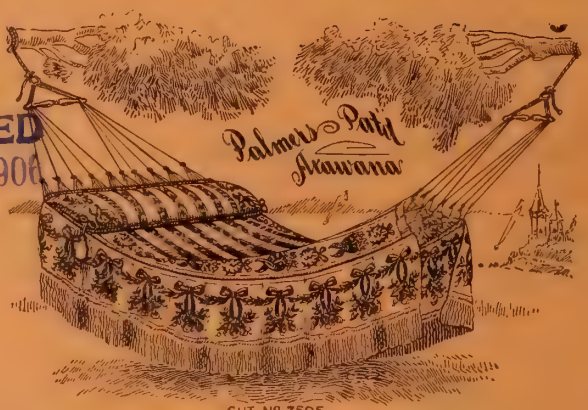
No. B41—Quarter color, 36x80; canvas weave with pillow; concealed spreader at head and wood bar at foot; no valance.



HAMMOCKS

No. 449—Quarter color, 40x81; twilled weave with pillow and concealed spreader at head; wood bars at each end; wide valance.

RETURNED
JUN 4 1906



CUT Nº 7595.

No. 243—Five-eighth color, 37x81; jacquard weave, with pillow; concealed spreader at head and wood bar at foot; no valance.

No. 249—Full color, 36x78; jacquard weave with spreader at head and wood bar at foot; wide valance.

No. 459—Full color, 40x81; twilled weave with lay-back pillow upholstered and trimmed; concealed spreader and wood bars at each end.

FLAGS

BUNTING

HAMMOCKS

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

TORONTO.

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

PRICES:
Hollow Ground
$2.00
Double Concave for
Extra Heavy Beards
$2.50
Pair in Leather Case
$4.50
Carbo-Magnetic
Strop $1.00



NO HONING **NO GRINDING**

NO NEW BLADES **NO ANNUAL TAX**

FIRST PURCHASE PRICE THE ONLY EXPENSE

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our **booklet, "Hints on Shaving," Free,** and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, New York

GET OUR PRICES ON

REVOLVERS

Harrington & Richardson. **Iver Johnson**

Sizes 22—32—38 Calibre

Hammerless

Never out of style. Always up to date.
The best is what you want.

THOS. BIRKETT & SON CO.,
LIMITED

OTTAWA, ONT.

American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.





Send for Catalog.

ICE CREAM FREEZERS THAT SELL



THEY ARE	THEY EXCEL IN
Well Advertised,	Easy Running,
In Demand,	Quick Freezing,
Easily Sold,	Economy,
Satisfactory in Use,	Convenience,
Of Known Reputation,	Practical Results,

North Bros. Mfg. Co.,

Philadelphia, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

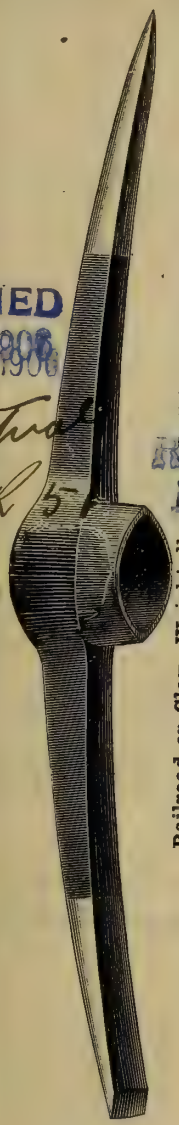
RETURNED
MAY 22 1906
J. Montreal
Ont book 5
page 4
W.L.

See the Points?

They're the main feature in our picks. They'll stay the way they are after long hard service, because they're made right from the right material—**Best** steel.

We carry a complete stock of everything in this line always on hand, and can supply you at short notice.

RETURNED
JUN 2 1906



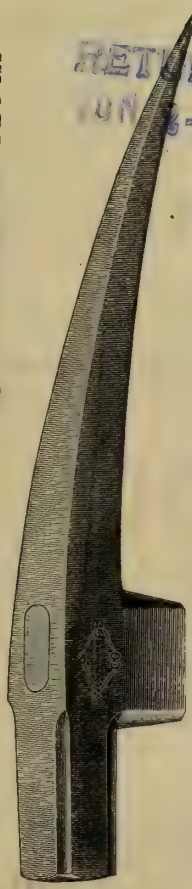
Railroad or Clay—Weight, lbs. 5-6, 6-7, 7-8, 8-9, 9-10.

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JUN 2 1906



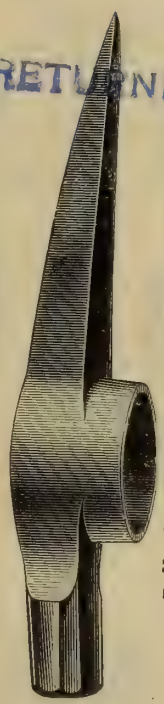
Drifting—No. 2 x 2 lbs. and 2 x 4 lbs

RETURNED
JUN 2 1906



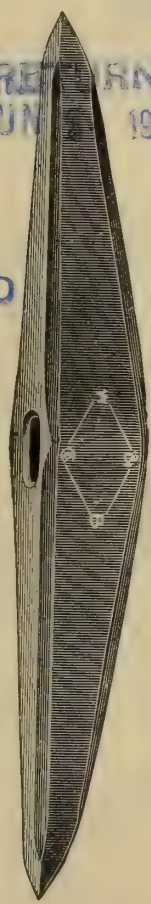
Prospectors' Handled—Full Polished—No. 64A, 1½ lbs. No. 64B, 2 lbs. No. 64C, 2½ lbs.

RETURNED



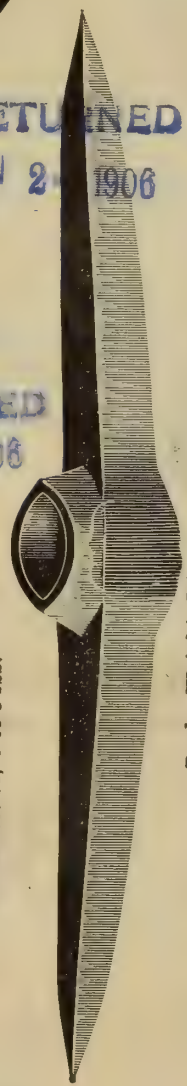
Poll, Cast Steel—No. 2 x 2 lbs. and 2 x 4 lbs.

RETURNED
JUN 2 1906



Stone—No. 64, 5 to 8 lbs.

RETURNED
JUN 2 1906



Rock—Weight, 5-6, 6-7, 7-8, 8-9, 9-10 lbs.

RETURNED
JUN 2 1906



Pick Handle—No. 440, Railroad, Surface or Navy. 36 inches.

Also Coal, Drifting, Poll Pick Handles, Etc.

WRITE FOR PRICES

LEWIS BROS., LTD.

MONTREAL

OTTAWA
TORONTO

WINNIPEG

VANCOUVER
CALGARY

Davidson's Cereal Steam Cooker and Vegetable Boiler



Stew Pan with Enamel Cover



Wire Egg and Vegetable Boiler

RETURNED
JUN 14 1906
to owner
our Book 57
page 47



White Cereal Dish

A Really Fine Cooking Utensil

No Heat Wasted by Radiation. Inside Dish not Exposed to the Air, as it is Entirely Surrounded by Steam.

Comprises Four Practical Cooking Utensils.

BUILT TO LAST

Is in Great Demand and Sells at Sight
Send for Circular and Prices

Sizes and Description :

No. 13.—One No. 5 Stew Pan ; One Wire Vegetable or Egg Boiler ; 1 3-qt. Cereal Dish.

No. 15.—One No. 5 Stew Pan ; One Wire Vegetable or Egg Boiler ; 1 5-qt. Cereal Dish.

No. 35.—One No. 5 Stew Pan ; One Wire Vegetable or Egg Boiler ; the Cereal Dishes, one each 3 and 5-quart.

Made in "Premier" and "Colonial" Enamelled Steel Ware

THE THOS. DAVIDSON MFG. CO., Limited

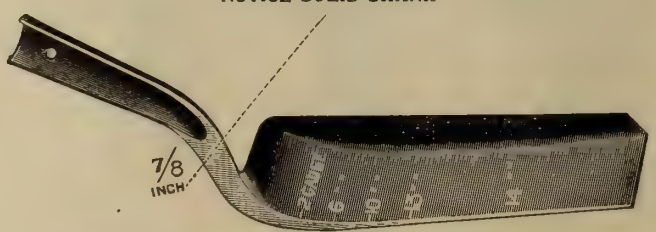
MONTREAL and WINNIPEG

BULL DOG

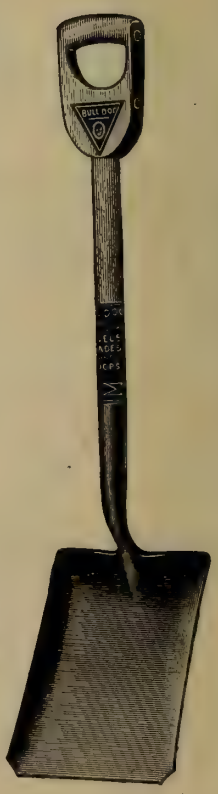
SHOVELS and SPADES



NOTICE SOLID SHANK



Sectional view of finished one piece shovel, showing gauge of steel or thickness at different points.



Canadian Shovel & Tool Company LIMITED

HAMILTON, CANADA

H. S. HOWLAND, SONS & CO. LIMITED

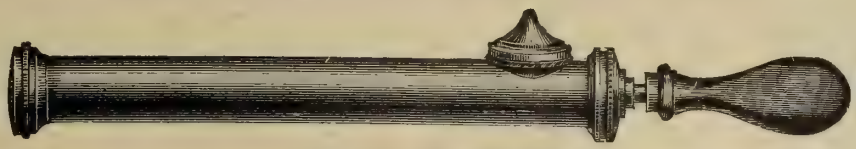
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Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

SPRAYERS AND PUMPS

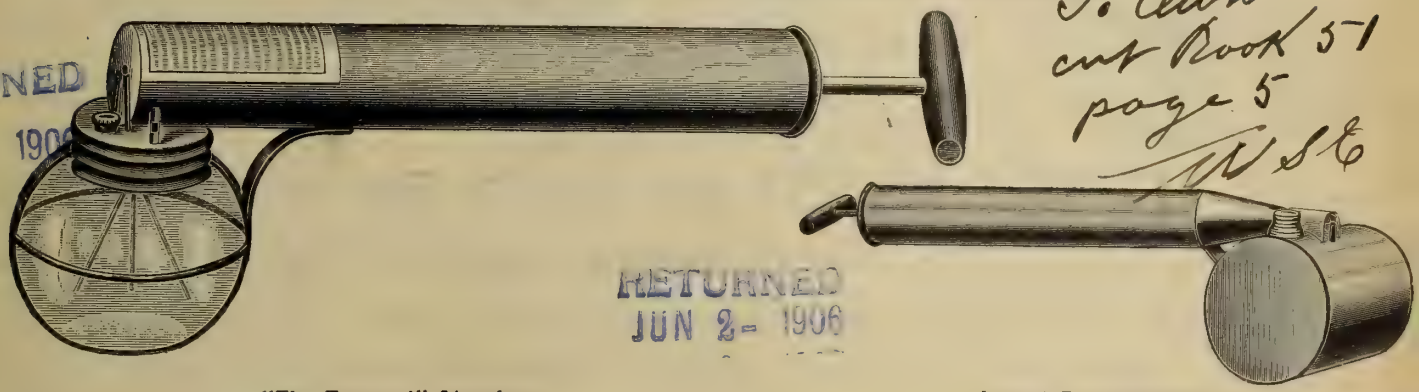


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Brass Garden Syringes

One tip with 1/8in. hole for solid stream, one tip with fine spray holes, both interchangeable.

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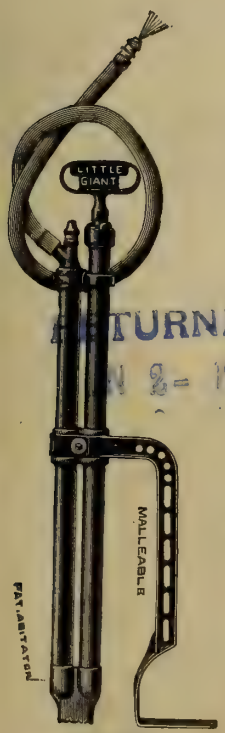
"The Tennent" Atomizer

The newest and best spraying device on the market.

Insect Exterminators

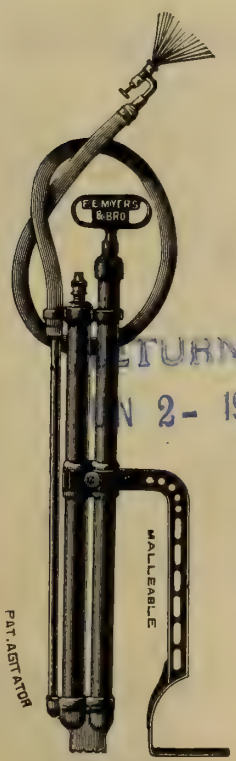
No. 10. Tin Cylinder and Tin Well
" 15. " " " Galv'd "
No. 20. All Galvanized
" 25. Tin Cylinder, Brass Well

MYERS SPRAY PUMPS



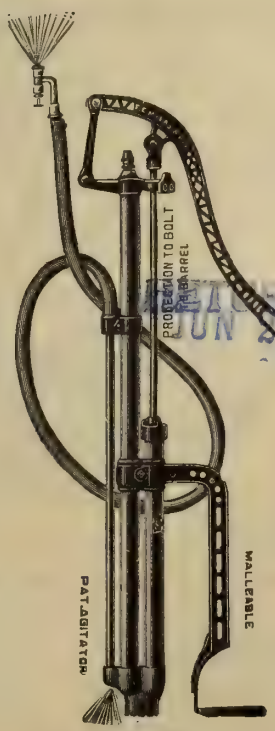
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No. 827
Brass Spray Pump



RETURNED JUN 2- 1906

No. 325
Brass Spray Pump



RETURNED JUN 2- 1906

No. 324
Lever Bucket Spray Pump



RETURNED JUN 2- 1906

No. 305
Barrel Spray Pump

For fuller description see our catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

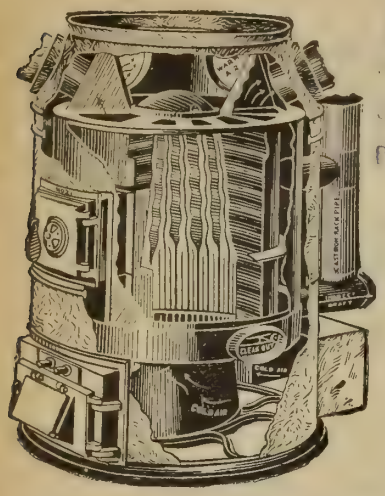
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Factory: Dufferin Street, Toronto, Ont.

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KELSEY CORRUGATED WARM AIR **GENERATOR** (Pat'd)

MADE IN SIX SIZES

Heating Capacities from 5,000 to 100,000 Cubic Feet

Heat Makers **Fuel Savers**

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Brockville, Ont.

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Dear Sirs,—What can you furnish me a "Kelsey" furnace for, large enough to heat 10 rooms 12x12 and 9 ft. high? I have made up my mind that I must have a "Kelsey" for my house, although I sell the——— stoves and furnaces. However, let me know at once. Yours truly,

This is not an unusual occurrence. There have been many similar cases where dealers have procured a "Kelsey" for their own home, although selling some of the many other heating devices.

THERE'S ONLY ONE WARM AIR GENERATOR and the agency cannot be given to every dealer. **THE KELSEY SYSTEM** assures the most **Sanitary, Efficient** and **Economical** warming and ventilating.

Experienced and **Competent** "Kelsey Experts" will be pleased to lend assistance in interesting intending purchasers and the closing of contracts.

KELSEYS are Easy to Sell and Stay Sold

30,000 Satisfied Users

☞A postal card will bring you full information and a call from our representative.

EXCLUSIVE KELSEY MAKERS FOR CANADA

THE JAMES SMART MFG. CO., Limited

Western Branch: **WINNIPEG, Man.** Head Office and Works: **BROCKVILLE, Ont.**

ONE POUND OF TOOL STEEL

EQUALS 10 LBS.

Used in FORGED TOOLS AND SAVES ALL FORGING and 70 per cent. GRINDING.

Used in ARMSTRONG TOOL HOLDERS

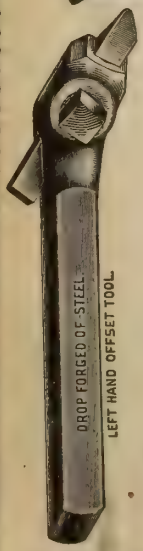
INCREASE PRODUCTION and REDUCE EXPENSE



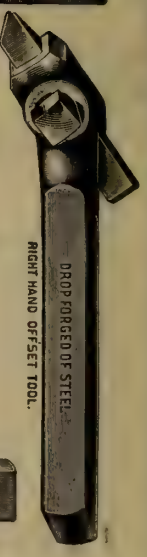
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Side Tool









STRAIGHT CUT OFF TOOL



Planer Tool

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RETURNED
JUN 4 - 1906

Pure Manilla, British Manilla and Sisal Rope.
All sizes in stock.

Have you a supply of hay-storing requisites?

Hay is a profitable crop only when handled economically.

Point that out to your customers, it is a good argument to use when farm hands are scarce. We have everything your trade demands and will quote you direct, or our travellers can tell you all about our lines.


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No. 111 Wood Frame Pulley.
Wood sheave 5 in. diam., saturated with oil.
Steel inside strap.


RETURNED
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Columbia Double Harpoon Hay Fork, with points set to hold the load.

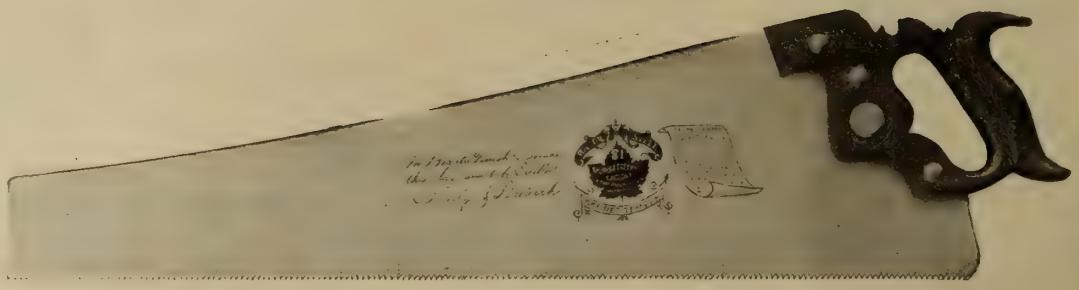
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HIGH-CLASS SAWS



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The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



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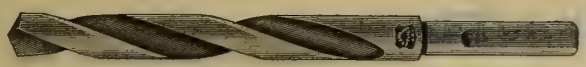
No. 108. BIT STOCK DRILL



No. 107. WIRE GAUGE DRILLS



No. 105. JOBBERS' DRILLS



No. 111. PRENTICE DRILLS



No. 104. TAPER SHANK DRILLS



SOCKETS and SLEEVES, all kinds



No. 109B

Standard DRILLS

Have won their way into most of the Railway and Machine Shops.

THESE DRILLS ARE MADE OF HIGH GRADE MATERIAL, BY MECHANICS ESPECIALLY SKILLED IN THEIR PARTICULAR BRANCHES.

MODERN MACHINERY AND APPLIANCES OF SPECIAL DESIGN INSURE TOOLS OF THE HIGHEST GRADE ATTAINABLE.

CAREFUL INSPECTION AFTER EACH OPERATION IS PROVIDED FOR.

ALL STANDARD DRILLS ARE GUARANTEED AGAINST DEFECTS OF EITHER MATERIAL OR WORKMANSHIP.

We gladly co-operate with our clients with a view of furnishing best tools for their work.

DRILLS FOR EVERY PURPOSE

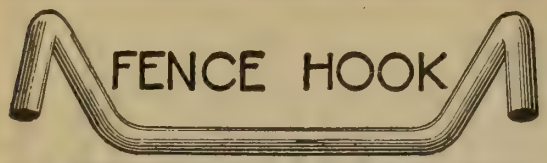
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Will Carry All Kinds of Packages Safely to Destination

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Mfrs. of HUBS, SPOKES and BENT GOODS

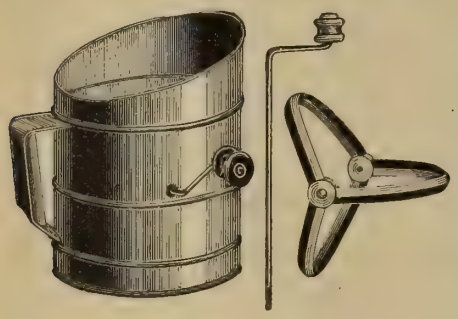
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CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
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Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit, aside from the lower price at which the goods are sold. Order direct or through your jobber.

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Shipping and Forwarding Agents and General Commission Merchants, 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code.

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Goods bought or sold on commission.

ALFRED TYREE & CO. Ltd.,

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CHRISTCHURCH

Also at Dunedin, Wellington, and Auckland, N.Z.

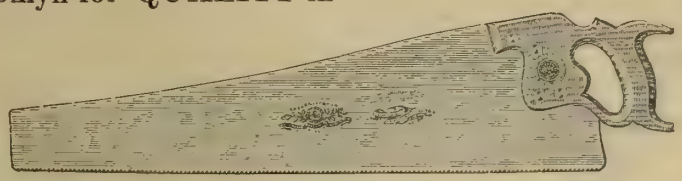
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A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

QUALITY IS THE BEST POLICY

and our name is a synomyn for QUALITY in



HANDSAWS

Our first endeavor is to make the best saws; our second to make them as low-priced as possible. Note the "as possible;" it means that we allow no sacrifice of quality to attain the "cheap" end. Because of our long experience and our modern plant we are equipped to compete with Canadian and American sawmakers—to your advantage. Write us to-day and we will send you an illustrated price list.

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Telegraphic address: **"Spear, Sheffield"**

DOMINION WIRE MANUFACTURING CO.

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BARB WIRE AND PLAIN GALVANIZED WIRE

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BRIGHT—BRASS
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TINNED WIRE for Mattress, Broom, Bottling and Binding

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ALL MADE IN CANADA

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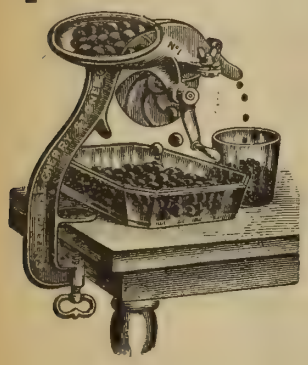
The secret of big sales is to show the right thing at the right time.

HERE are two things housekeepers are thinking about buying **now** — Cherry Stoners and Fruit Presses.

Other things are Lawn Sprinklers and Ice Shredders.

All of which, to be right, must be

"ENTERPRISE"

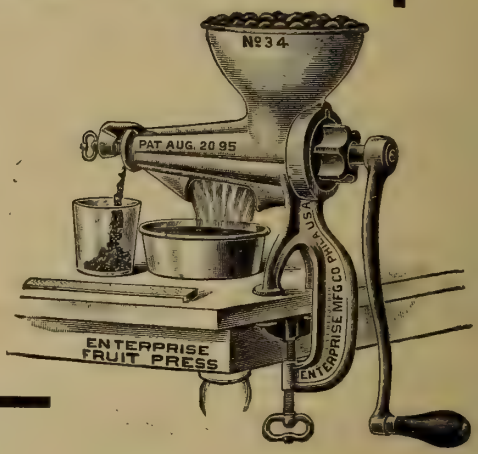


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Food Choppers Sell all the Time

Write for free copies of our newest booklet, "The Cook, Her Critic and——." If you give them away they will make sales for you.

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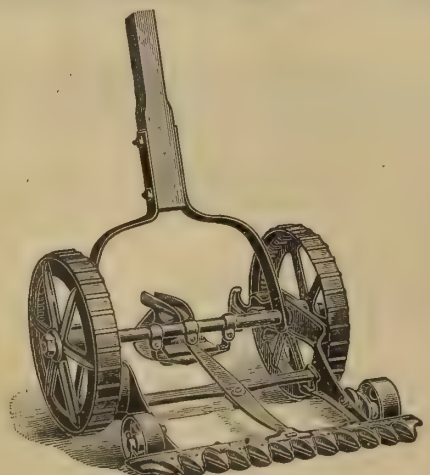
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Clipper Lawn Mower Co.

DIXON, ILL.

Manufacturers of Hand and Pony Mowers, Also Marine Gasoline Engines, 2 to 8 H.P.



THE MOWER

That will **Kill all the Weeds in your lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear.

THE CLIPPER WILL DO IT.

No. 1—12 in. Mower - - - -	$4 50
" 2—15 " " - - - -	5 00
" 3—18 " " - - - -	5 50
" 4—21 " " - - - -	6 00
Pony, 24 " " - - - -	13 50

Please send Draft or Money Order and we will ship the day the order arrives.



WHEELBARROWS

All Kinds

Railroad, Dock, Concrete Work, Farm and Garden Barrows

SEND US YOUR ENQUIRIES FOR

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Trucks, for all purposes
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But just a word about values. Our goods are made outright in our own factories and in quantities that enable us to offer you exceptional advantages. We are the largest makers of spoons and forks in the world.

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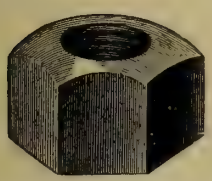
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Telephone: Main 1678.

ESTABLISHED 1847

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THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

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WORK AND PRICES RIGHT
GALVANIZING
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THE CANADA METAL CO.
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CELEBRATED **HEINISCH** SHEARS

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ACKNOWLEDGED THE BEST.

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SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
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Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

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ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

"BRANTFORD ASPHALT"
"BRANTFORD RUBBER"
ROOFINGS

Make a Satisfactory Job

No tar, no pitch, no paper used in them, but pure Asphaltum and Wool Felt.

WRITE FOR SAMPLES, PRICES AND INFORMATION.

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BRANTFORD, CANADA

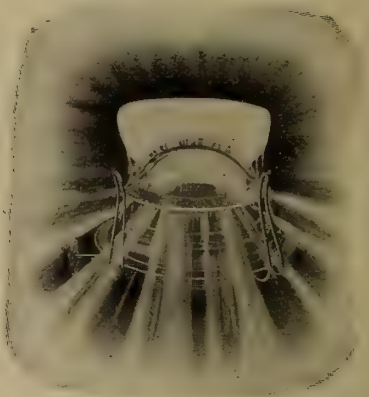
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Manufactured by

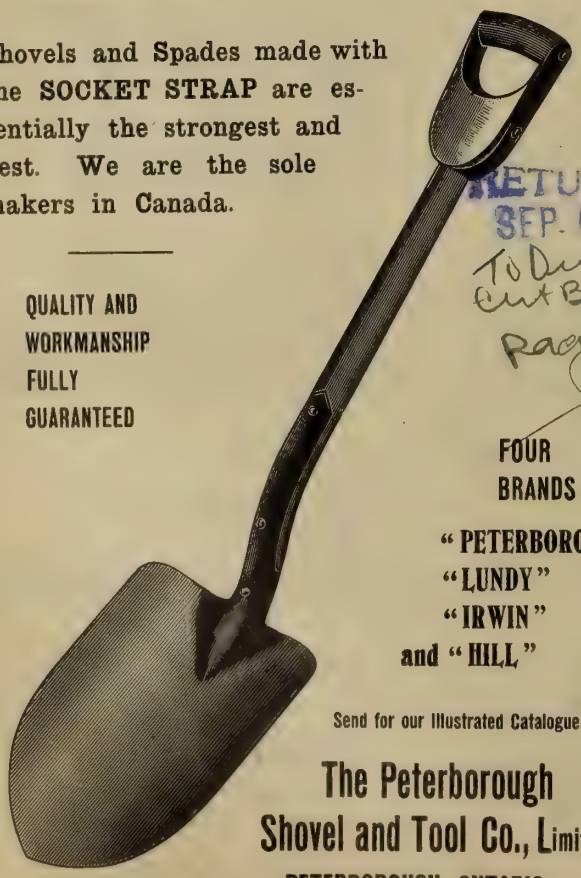
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QUALITY AND WORKMANSHIP FULLY GUARANTEED



FOUR BRANDS:

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"LUNDY"
"IRWIN"
and "HILL"

Send for our Illustrated Catalogue.

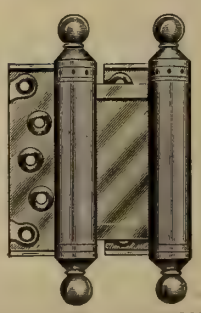
The Peterborough Shovel and Tool Co., Limited

PETERBOROUGH, ONTARIO.

CHICAGO SPRING BUTTS

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT

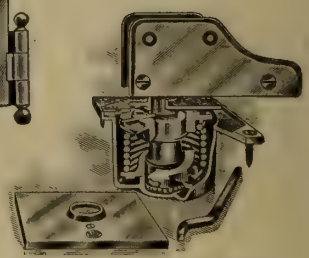


TRIPLE-END SPRING BUTT



TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOORHINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

RETURNED SEP. 6 - 1906
To Dunn's Cut Book 54 Page 54



Wilcox Parlor Door Hanger

No. 106

Absolutely Noiseless **Brass Bushed**
Adjustable Track **Roller Bearings**

Write for prices and full description

WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.

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CLIFFORD B. DIXON,
Canadian Manager

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Branches at
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Melbourne,
Valparaiso, Havana,
Transvaal Colony, Etc.,
British Columbia.

GENERAL HARDWARE AND METAL MERCHANTS

COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

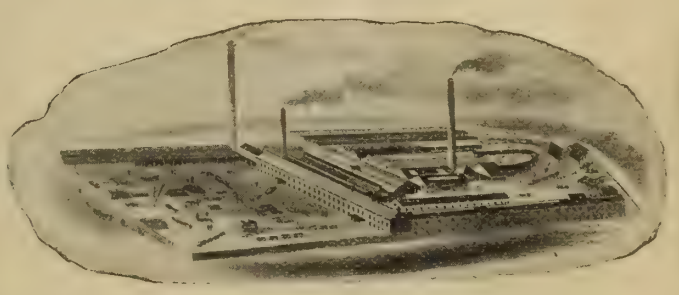
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John Summers & Sons, Limited

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Globe Iron Works, Stalybridge, England



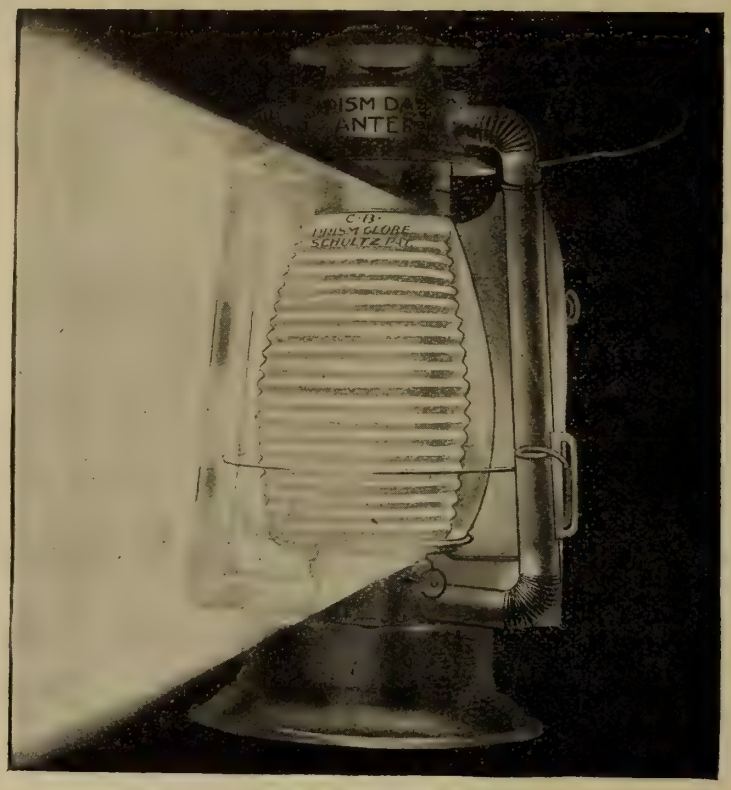
These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



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BEST and CHEAPEST for all kinds of work.
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The most modern Cold Blast Lantern ever offered to the Canadian trade. Fitted with "Patent Prism Globe" and White Enamelled Reflector. ***An Ideal Lantern*** for Carriages, Waggons, Steamboats, Warehouses, Contractors, and Railroads, etc. Packed ½ doz. to case.

PRISM LANTERN GLOBES

are packed 1 and 3 doz. to crate, and will fit all Dash Lanterns taking a Cold Blast Globe.

Sold by leading jobbers in the Dominion of Canada. Send for circulars.

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Underground overground, first floor, any floor, and cellar tanks, for all kinds of oils, varnishes, and paints, in large or small quantities.

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FIRST FLOOR OUTFIT, one of fifty styles.

250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

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AND, THEREFORE,

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Catalogue "V" tells how this is accomplished. Send for it to-day.

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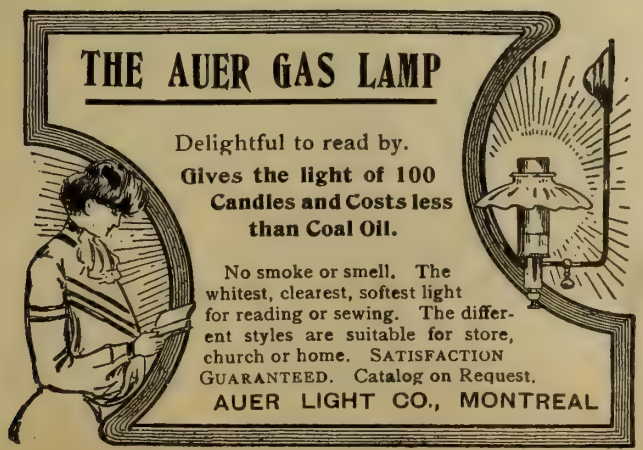
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Delightful to read by.

Gives the light of 100 Candles and Costs less than Coal Oil.

No smoke or smell. The whitest, clearest, softest light for reading or sewing. The different styles are suitable for store, church or home. SATISFACTION GUARANTEED. Catalog on Request.

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This is a good time to order your stock.



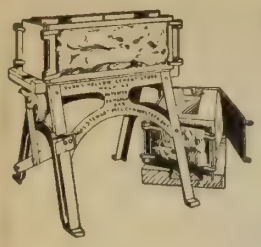
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in sizes from 4 inches to 24 inches. Price lists and discounts on application

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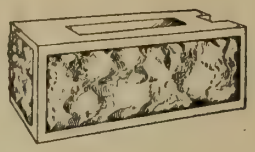
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For polishing old harness, etc. Royal Compo makes a brilliant jet black Waterproof Polish. Improves the leather, and will not come off and soil the hands.

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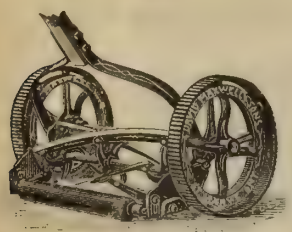
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Maxwell High Wheel

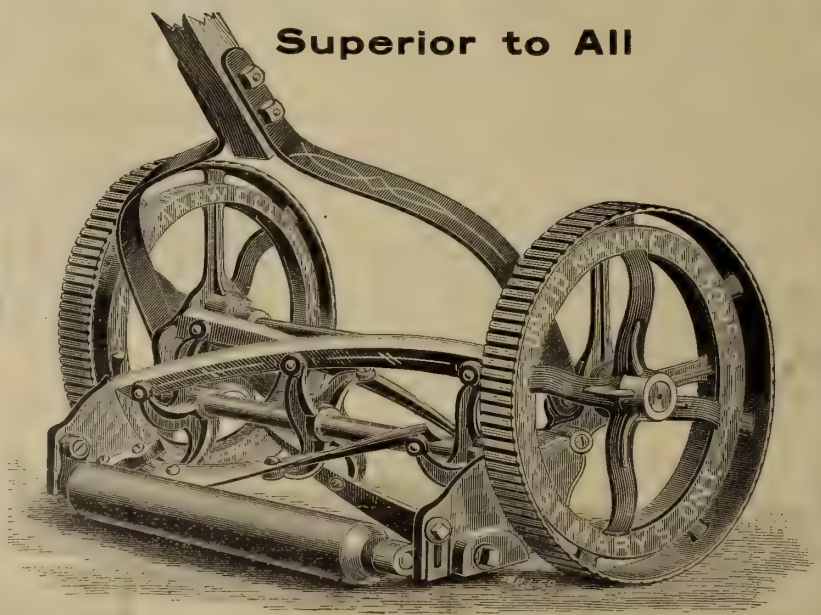


0½ inch. 4 knives; from 12 to 20 inch; made with ordinary or patent BALL BEARINGS.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality

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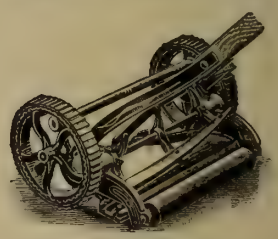
Superior to All



MAXWELL "GIANT" LAWN MOWER

11½ in wheel. Specially suited for BOWLING GREENS and LARGE LAWNS. Patent Maxwell Ball Bearing. 5 knives. Made only in 21, 23 and 25 in. sizes.

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8 inch. 3 or 4 knives; made from 12 to 18 inch. Quality and weight considered, no other cheap mower approaches it for value.

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PERFORATED SHEET METALS

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All sizes of perforations and thickness of metals for

Miners' Use,
Grain Cleaning Machinery,
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LIMITED

HAMILTON, ONT. MONTREAL, P.Q.



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The two essentials to a first-class fence are first-class wire and first-class methods of manufacture.

In the "Dillon" these two essentials are basic principles.

You and your friends can sit on the top wire of the

Dillon Hinge Stay Field Fence

(same panel) and when the strain is removed the strands and stays spring up as if nothing had happened.

In underwear this ideal "comebackness" is called Elasticity, in wire fencing it is called Flexibility; but in many fences the quality is a **stated** one, **not a proven one.**

And because the **Dillon** is able to stand the **pressure** test, it is also able to meet the **frost** without affecting it. the **heat** without **sagging.**

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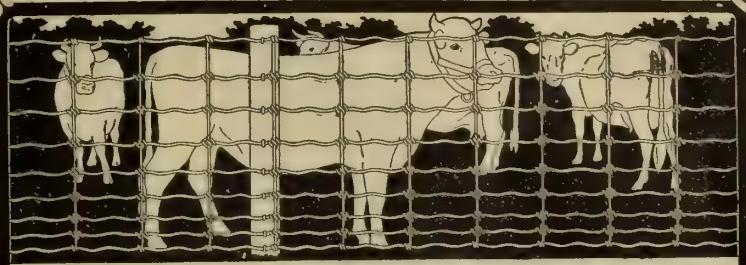
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have for years met the most exacting requirements for mechanical excellence. They are light, strong, durable, adjustable. Sold by leading dealers the world over.

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Why You Should Sell
THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

McGREGOR-BANWELL FENCE CO., Limited, Dept O, WALKERVILLE, ONTARIO.

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Round Bill Peavys, Handled in Split Maple

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Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants. I can furnish you with the

Brazil Patent Snow Plough and Road Maker; also The DesJardin Patent Log Sleighs

Send for Catalogue and Price List

THOMAS PINK, Pembroke, Ont., Canada.

Long Distance Phone No. 87



If you sell a customer a better article, at a cheaper price, than he has been getting, will he come back to your store?

Experiment by pushing DOMINION AMMUNITION for a month and carefully note the results.

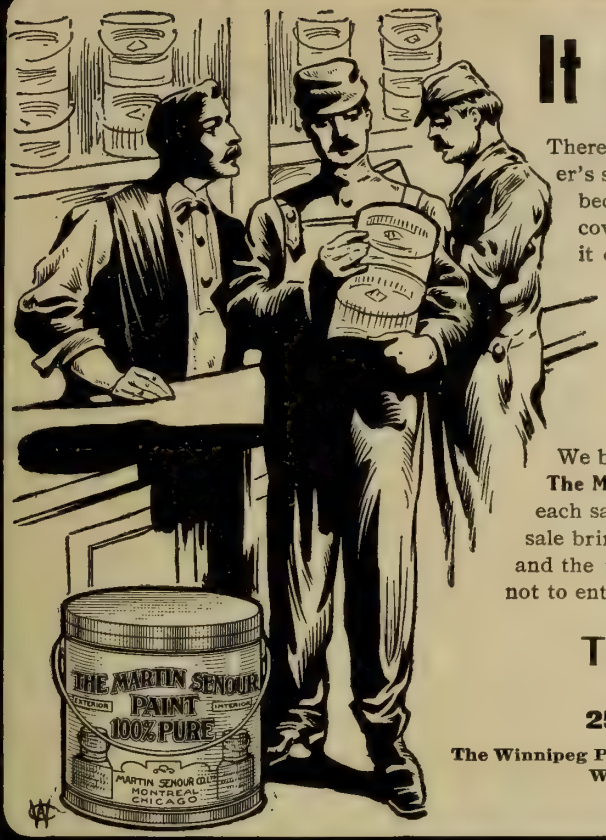
Your competitor may be doing this now. Think it over.

DOMINION CARTRIDGE COMPANY LTD

MONTREAL

Send for Price Lists and make enquiries about the quality

When ordering ammunition through your jobber, specify "Dominion"



It don't stay on the Shelf

There's a reason why **The Martin-Senour Paint** doesn't stay on the dealer's shelf and why it keeps him busy passing it over his counter. It's because of its quality. It's the satisfactory kind. It flows well, covers well, looks well and wears well. It pleases the painter who puts it on and the owner of the premises where it is used. No wonder the dealer is pleased too for it means money in his pocket—a pleasant proposition all around for everybody. If you do not yet belong to this pleased company we'd like to talk to you a little about our

100 Per Cent Pure Paint

We believe we can convince you that you can make money handling **The Martin-Senour Paint.** Not simply because of the profit realized on each sale, but because **The Martin-Senour Paint** is a builder of trade; one sale brings another. It's a paint you can recommend to your customers and the next time they visit your store it will be because they want more, not to enter a complaint. We'll be pleased to hear from you—write to-day.

THE MARTIN-SENOUR CO., Ltd.

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2514-2522 Quarry St., Chicago, (Est. 1878)

The Winnipeg Paint & Glass Co., Ltd.
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TOWEL ROLLERS — PARING KNIVES

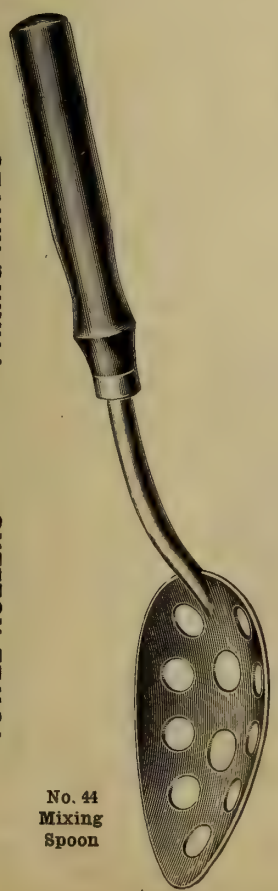
COBALT NOT IN IT!

Compared to the profits if you handle our

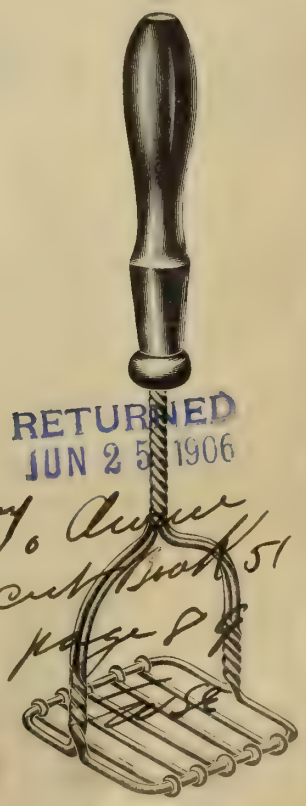
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STRONG, DURABLE,

EASILY CLEANED



No. 44 Mixing Spoon



No. 88 Potato Masher

RETURNED
JUN 25 1906

Be sure to ask your jobber for them

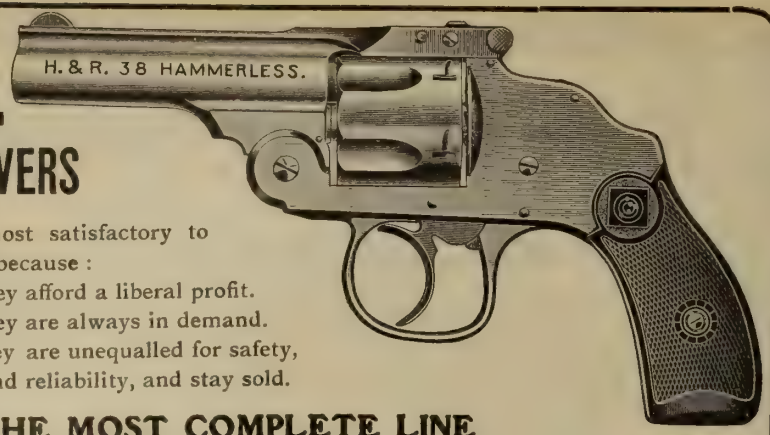
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WOODENWARE OF ALL KINDS

H. & R. REVOLVERS



are the most satisfactory to the dealer because :

1st. They afford a liberal profit.
2nd. They are always in demand.
3rd. They are unequalled for safety, accuracy and reliability, and stay sold.

THE MOST COMPLETE LINE

22, 32, 38 and 44 Calibres. Hammer, Safety Hammer and Hammerless. Solid Frame (D.A.) and Automatic Ejecting.

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A GOOD LINE
Beaver Post-Hole Digger

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break. Special discounts to the trade.

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Head Office and Works, Toronto, Ont.

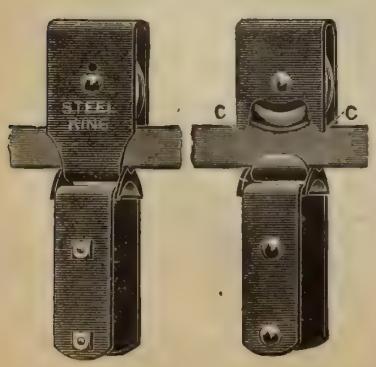
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The only bronze powder works under the British flag.
High grade bronze powders and bronze liquids.
Can fill all orders at short notice.

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WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***



Louden's Steel King Barn Door Hangers

Always give Satisfaction.

They are perfectly "stay-on," hold the door much closer to the track than others, and are better secured to the door, having three bolts well spread apart, instead of two bolts in the same line and close together, which is liable to split the board and loosen the hanger.

In addition to this, the pivot in all Louden Jointed Hangers is set a little ***outside of the centre line,*** which causes the door to hug the side of the barn, prevents it from rattling with the wind, and gives it more play to pass obstructions.

Manufactured only by

Louden Machinery Co., Guelph, Ont.

Manufacturers of Hay Carriers, Barn Door Hangers, Feed and Litter Carriers, Cow Stanchions, Barn Door Latches, etc.

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HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"
OF PORTLAND CEMENT

Prices on application. Prompt shipments

The Imperial Cement Co., Limited

Makers of the Celebrated Brand

"IMPERIAL" PORTLAND CEMENT
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THE GREY & BRUCE PORTLAND CEMENT CO.
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Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

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Ask for quotations for Septic Tanks.

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Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

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Emlyn Engineering Works
NEWPORT, MON., ENGLAND

Cables—
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Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
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Have they made the working of **MAXIMUM LIGHT GLASS** clear to you?
If not, will you write us?
We are always glad to answer questions.
We want you to be thoroughly posted on

MAXIMUM LIGHT GLASS

matters to know just exactly what the **glass** will do, the extent to which other Hardwaremen are selling it, opportunities for sales round about **you.**

Questions asked by you, replies sent by us, are bound to benefit both.
We depend upon you to start the correspondence.

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THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG
GLASS IMPORTERS AND MANUFACTURERS



Mr. Hardware Dealer—

You will increase your business handling the

MONTREAL BEAUTY NIGHT LAMP

Used in preference to gas and electric light for halls, bedrooms, bathrooms, cellars, etc. It gives a beautiful soft light, burns coal oil, **costs but ¼c. per night**; one filling will burn 40 hours without odor. Size 4 inches by 6 inches. Retail at 75 cts. Liberal discount to the trade. Correspondence invited. Agents wanted.

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STRENGTH **DURABILITY**

METALLIC ASH-SIFTERS
are Strong, Durable, Saleable, and they give Satisfaction.

METALLIC ASH-SIFTERS
have all others beaten to a standstill.

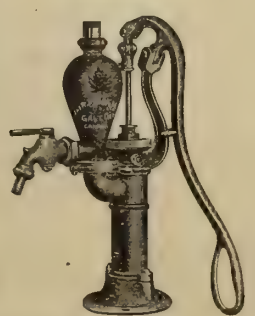
METALLIC ASH-SIFTERS
say to Hardwaremen; "I am the opportunity of your life. Seize me! Seize me!"

C. M. CUTTS & CO.
Sole Makers
TORONTO JCT.
SALEABILITY ONT. **SATISFACTION**

A GOOD PUMP



is just as much part of a Hardwareman's line as any other House-furnishing. We have all styles, and a Catalogue which explains will be sent on application.

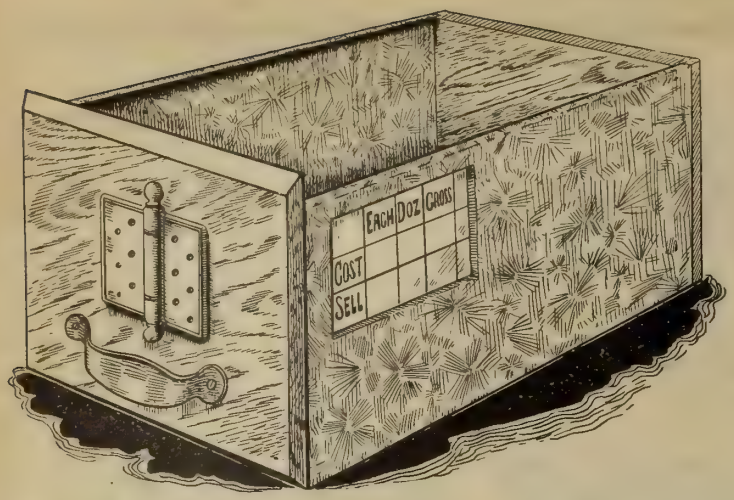


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and we want to prove to you that such is the case.

If you have pump trouble, write us.

The R. McDougall Co., Limited
GALT, - CANADA



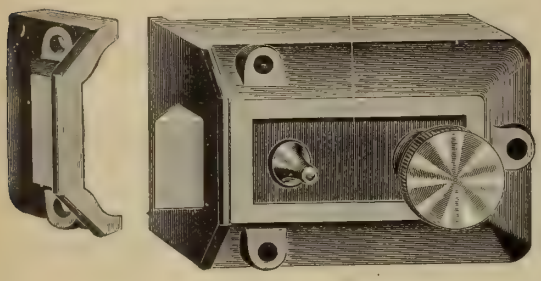
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1. ***METAL SIDES*** This saves at least 20 per cent. shelf room ; makes a stronger box and is cheaper than wood.
2. ***OAK FRONT*** Hard oil finish, and bevelled, the goods are displayed on the front of the box and in this way the sales are increased.
3. ***LIP . . . .*** Note the lip on the front of the box, this lip fits tight against the shelving and keeps out the dust.
4. ***PRICE CARD*** This card is inserted in a depression and never becomes soiled.

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Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Eliminate every element of chance by selling

KEMP'S

DIAMOND ENAMELLED WARE



The kind that gives satisfaction. Every piece guaranteed. Orders filled promptly.

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RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

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Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg. Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association.

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1st Vice-President—W. G. Scott, Mount Forest.
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Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.

Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.

Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

Organizer Hodson Resigns.

Oscar M. Hodson, who has been acting as organizer for a month or more, has resigned his position in order to become the Toronto representative of H. R. Ives & Co., Montreal. The Ives Company recently disposed of their hardware patterns to the Taylor-Forbes Company, Guelph, but still manufacture iron and brass beds and hot water boilers. In Mr. Hodson they have secured a representative who has won a name for himself as a persistent and hard worker who makes a success of whatever he turns his hand to.

Executive to Meet.

The members of the executive have been considering the various matters referred to it by the recent convention, and in order to put their motions into action an early meeting has been decided upon. The meeting will probably be held in Toronto on June 12, several of the executive having expressed a desire to get to work as soon as possible. A committee will be appointed to confer with representativs of the jobbers regarding various subjects upon which a better understanding is desired, and during June the executive hope to be able to report to the members of the association that something of real value to the trade has been accomplished as a result of their efforts.

The Membership Growing.

New members are being enrolled and from present indications the secretary will be able to report an increase of at least 100 per cent. when the next convention is called to order in September. The majority of the executive seem to favor September 4 (the day after Labor Day) as the most satisfactory date for the convention, and it is probable that date will be selected.

A number of members have forwarded the additional dollar added to the $2 fee by the recent convention, and others who have not yet paid the full fee of $3 should remit the balance to the secretary at once in order that all may be on the same footing in the treasurer's books.

Travelers' Assisting.

Membership blanks are being placed in the hands of a large number of travelers who have expressed their willingness to help in the work of organization, and now that the organizer is out of the field the travelers have an excellent opportunity of proving their friendship to their customers in the retail trade. It is unlikely that any of the manufacturing or jobbing houses will object to the travelers assisting in the work of organization, as any move which tends to do away with price-cutting and put the retail trade upon a sounder financial basis cannot but be helpful to the manufacturers and wholesalers.

Vice-President Scott intends visiting Harriston, Palmerston, Durham and other places in order to extend the membership, and other members of the executive will endeavor to visit or write the dealers in their own districts. Dealers with any initiative in their make-up, however, will not wait to be called upon, but will forward their applications for membership to the secretary or secure a card from one of the travelers. If each dealer does his part by joining the association the executive officers will do theirs by improving trade conditions very materially or let the members know why they do not succeed.

A County Association.

One of the members from Haldimand County has suggested that the dealers in Cayuga, Dunnville and Canfield get together into a county association. This is a practical suggestion and will probably be acted upon at once.

The members in Toronto are also laying plans for an extension of their membership and a general meeting of all the hardware and stove dealers in the city will be arranged at an early date.

Addresses on Express Parcels.

C. E. Noble, Dundalk, makes a practical suggestion when he says that express bills could be improved by putting the shipper's name on the bills. "When I came home from the convention," writes Mr. Noble, "I found three express bills in my office, the charges being 25c., 35c. and 50c. I could not tell who the shippers were and what articles they represented. One parcel, one box, one crate, and so on is how they are known. If we order a certain article to come by express we want to charge up to that article the express. We might have three or four bills come in at the same time all with different charges, but we could not tell which bill belonged to the particular article. I 'phoned to the local express agent; he could not give me the information. Putting the shipping firm's name on the bill should not inconvenience the express company any and it would be very helpful to the receiver of the parcel. The secretary might write the express companies suggesting the improvement.

"Another convenience to country merchants," writes Mr. Noble, "would be for the wholesale houses and manufacturers to put their street addresses and telephone number on their invoice or letterheads. A short time ago I wanted to get a wholesale house to order goods by 'phone but I could not find their number on any invoice or billhead. The central 'phone here could not find it for several hours and that left it too late to order for that day's express. The Bell Telephone Company do not supply us with a directory for Toronto."

Regarding the latter part of Mr. Noble's letter it would seem very short-sighted business procedure upon the part of the telephone company to fail to instruct their country operators to send such calls direct to the long distance office in Toronto, where it would be but a moment's work to procure the desired number.

HOW TO DERIVE BENEFIT FROM ASSOCIATIONS.

In a recent address before the Illinois Retail Hardware and Stove Dealers' Association on the above subject, George A. Cubbage said there was but one way, and that was to join the association, attend all its meetings, gathering in all the information offered, and such as is not voluntarily offered in the regular proceedings by simply calling for it.

"By asking what at first sight might seem a very simple question you would draw out a discussion that would not only benefit you, but as well the entire association. You cannot get the benefit of the association as you should by always remaining quietly in your seat and letting others do all the talking. By so doing you fail to get the enthusiasm you would otherwise receive did you only enter into the discussion. You can derive benefit by being a good listener, too. You must be both. You can derive benefit by telling the convention about your business troubles, and just as well and better, too, can the same results at the proper time be had by giving us the benefit of your splendid success. You may be successful in some departments of the business of the retail hardwareman, and a failure in others. By putting the failures and successes before the convention, you draw out much benefit to yourself as well as to others.

"The object of the association in convention is mutual benefit, which is had by correcting the errors of each other, whatever they be. Unless you have come here to be taught as well as to teach, you will most woefully fail to get the intended benefit. To get benefit from the association, good fellowship must prevail. You will learn in the association that if your competitor is making a success and you are not, it is because your management is at fault, and you will be much benefited by learning how to correct the fault.

WINDOW AND INTERIOR DISPLAYS

A NOVEL WINDOW DISPLAY.

The engraving shown below is a reproduction of an eastern window display prepared by S. S. Wetmore, with A. M. Bell & Co., Halifax, this display having been awarded first honors in the competition for seasonable window displays during April, the month in which Easter came this year. The view is from the side, it having been impossible to secure a good picture from the front. Several attempts were made but each plate showed bad reflections.



Prize Winning Easter Window Display, Dressed by S. S. Wetmore, traveler for A. M. Bell & Co., Halifax, N.S.

The illustration gives but an imperfect view of the most important features of the display, the feed mill, windmill, lake, and rustic bridge, but the minute description accompanying the photo gives a good idea of the amount of work put into the display by Mr. Wetmore.

Every article shown in the window was designed and made by Mr. Wetmore, the total expense for material being less than $1, the buildings being made from scraps of paper and wooden boxes, while the tanks for the lake were tin linings of cutlery boxes. He also did his own plumbing in connecting pipes and soldering brook connections for the running water which was used to drive the wheels of the mill. It came through a three-quarter inch rubber hose (attached to a nozzle used for washing windows) passing up through the floor behind the grove of trees, entering the water sluice and being carried to the wheel in the face of mill. The hose in the sluice is covered by paper, crumpled and painted to represent running water. The grass was made of fine excelsior dyed with Diamond dyes and cut into lengths of ¼ inch, and graded from cold green in the distance to warm color in the foreground. All grass spots were first covered with cotton dyed to correspond with grass, and upholstered with excelsior to give the necessary hills and hollows.

The window being arranged particularly for the Easter holidays, the "chicken" idea was certainly both original and seasonable. In the incubator shown in the window eighty-two chickens were hatched out of a total of one hundred eggs used, the chickens being allowed to have the run of the window during the display.

Mr. Wetmore's description of the display follows :

"In the left lower corner was placed the much weather-worn cattle shed, feed box, milking stools, etc., outside of shed being the feeding rack and drinking trough of hewn log, surrounded with rustic fencing and gate, near which was the rock well and pole with bucket for drawing water suspended over well. Back of the shed was the hay barrack with thatched roof. The upper left hand corner was the entrance for the chicks, a rustic roadway fenced and lined with trees leading down to front of window.

"On the right of the chick entrance, on elevated ground, was a grove of fir trees, from which came the water sluice carrying the water on to the over-shot wheel on the face of the mill, which in

turn revolved the machinery wheels shown in the windows. After the water turned the wheel it dropped behind the rustic bridge and flowed through arch of bridge over a rocky bed and into the small lake, on the shore of which was seen rushes, rocks, moss, etc.

"On the face of mill was 'Cyphers Chick Feed Mill,' and other signs. By the door of the mill was a hand-cart lettered 'Cyphers Co.,' and containing bags of chick feed. A little to the right was a rustic shed with sign-board 'Hotel de Swine,' with fence and feed trough, the fence bearing the sign: 'Paints, Oils, etc., ' at A. M. Bell & Co.'s.'

"Further to the right and back of the stable stood the windmill, revolved by power from the feed mill. Farther to the right was another hay barrack with thatched roof, backed by fir and maple trees, on the fences hanging scythe, snath and rake.

"In front of the windmill was the large stable, the doors of which were open, showing horse and wagons. The roof, tower, etc., were utilized for signs showing the many advantages of the Cyphers incubator and brooder over all others. At left corner of stable was a wagon filled with bags of chick feed to be conveyed by the ferry at lower road. On right of stable was a pile of logs in front of which was a grindstone, sawhorse and saw.

"Just below stable was the wharf on which were bags of feed for loading the old scow attached to the cable crossing the river. A sign on the post beside wharf was painted 'Fares,' there also being small horn attached. On river bank was a small canoe with paddles, cushions, etc. The whole front of the window and road to the brooder was occupied by chicks 10 days old, hatched by the Cyphers incubator.

"All parts of window were connected by rustic roads, interspersed with trees and banks of grass graded in color from cool shades in distance to warm mellow tints in foreground. On the back shore of the lake was a rustic bridge of colored rocks, from which protruded nuggets of gold, with a sign attached to the rail of bridge: 'Mining capitalists are cautioned not to trespass on this property.' The north end and back of window being of mirror plate glass, much larger and prettier effect was given."

A JUNE WEDDING WINDOW.

No more suitable window can be suggested just now than a display of articles suggesting wedding gifts of cutlery or silverware, or a window showing a model kitchen for the use of the young married couples. The dealers who give some thought to an attractive display of this kind, using one window for the cutlery and silverware and the other for a small Summer stove and kitchen utensils, are certain to get results, especially if the display is backed up by effective advertising accompanied by a few reading notices in the local papers. Circular letters to newly married couples are also effective, but the central feature should be a good window display of goods likely to be in demand both "before and after" the wedding ceremony.

AN ARTISTIC ADVERTISER.

In each of the two window dressing competitions conducted by Hardware and Metal in the last few months the Maritime Provinces have been represented in the list of prize winners in the person of S. S. Wetmore, one of the traveling representatives of A. M. Bell & Co., Halifax. Mr. Wetmore has been connected with this house for about thirty years, and now covers Newfoundland for them. He is well known in Halifax as an amateur artist and designer, and his handiwork is in demand in many quarters, largely in the direction of fairs and other functions for the benefit of charity. He also takes an active interest in athletics, and is considered an authority on outdoor sports.

Mr. Wetmore does not hesitate to express his views on advertising and window displays, being strongly in favor of both, providing they are unique and, if possible, one better than the competitors



S. S. Wetmore

Traveler, Halifax, N.S., winner of two prizes in window dressing competitions conducted by this paper.

in the same line. During the past two years he has devoted considerable thought to preparing an occasional window display of an entirely original character. At first little encouragement was given him, but his efforts are now thoroughly appreciated by his house, and other stores are endeavoring to devise similar displays to draw the crowds.

There is a lot of real philosophy in the words of the poet who said

"Luck is only pluck
To try things over and over.
Patience and skill,
Courage and will,
Are the four leaves of luck's clover."

And other clerks and travelers should, like Mr. Wetmore, endeavor to master the obstacles in their path and win the appreciation of their employers. A study of the accompanying likeness of Mr. Wetmore will show that he possesses the four qualities referred to by the poet as well as being of a jovial disposition and one whose friendship would be worth having.

THE LADY DRUMMER.

Down in Indiana there is an enterprising retail hardwareman who figured it out that wholesalers did not put travelers on the road to "drum" up trade until competition became very keen. Consequently the retailer, who had been in the habit of making a buying trip to the city once or twice a year, got into the habit of buying from the traveling salesman. Reasoning along this line the retailer figured that now that the competition is very keen in the retail end of the hardware business, it is up to the retailer to go out after business just as the wholesaler did years ago.

The idea hit him hard and he put it into action. He wanted to reach his country customers, most of whom were farmers' wives, and as he knew a young woman who was cheerful, rather pretty and very much alive, he employed her in his store for a while and then sent her out to bring in business. And she did. Her sales are large and she has a steady job now at a good salary.

Every morning the lady traveler starts out in a buggy with a few good selling novelties. She carries leaders principally—those goods that are marked low and serve as a bait; but she also takes a few staples, as many as the rig can hold. She drives up to a farm house and Mrs. Farmer comes out and sees a new coffee percolator, a bit of tinware for mixing eggs or kneading dough, a mechanical cow milker or a mighty good cream separator. And then the lady drummer shows a few things marked down below catalogue-house prices, demonstrating that local dealers can sell as low as anybody, and perhaps lower.

There is no reason why it should not pay; there are many reasons why it should. The steel range peddler is an absolute stranger in a community. People don't like to trust strangers. He sells his ranges, however. He sells them because he goes directly to the customer. How much more can the local dealer sell his merchandise if he employs the same tactics! He is trusted, perhaps admired, and certainly well known. People will take his word, while they suspect the peddler.

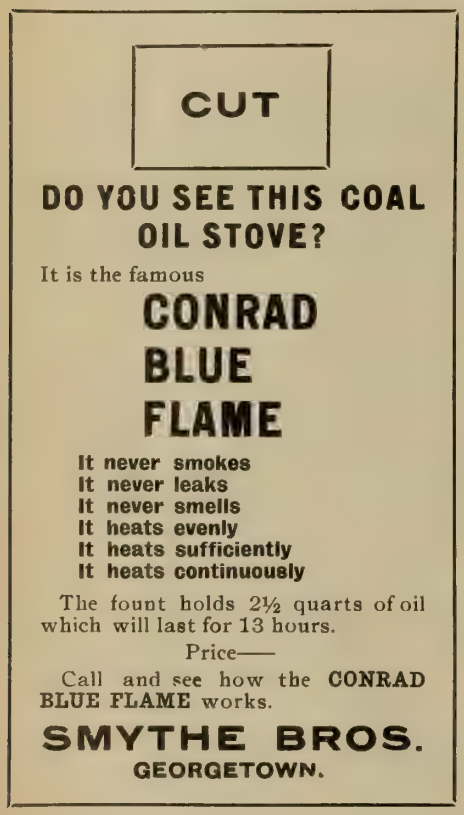
Then, too, the mail order houses manage to get trade in spite of every reason why they should not. They get it by going directly after that trade—by going to the customer. This is what the Indiana man does, and he does it so well that, from a small two-by-four establishment, he now occupies a double store, fifty-five foot front, and uses the second floor for storage purposes—all this in six years.

Canada's production of steel in 1905 was greater than that of 1904 by 171 per cent. The output was 403,499 gross tons.

EFFECTIVE ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

Coal oil stoves are a line that the country dealer ought to advertise frequently. Besides the great Summer demand, there is an ever-increasing call between seasons for a stove that will warm a sitting room or bedroom with minimum amount of labor and expense. With an eye to filling this latter role, manufacturers have been experimenting for some time, with the result that there are now some excellent specimens of "ornamental" coal oil stoves on the market.



In cities the people have the alternative of using either the gas stove, the coal oil stove, or the wood and coal range, but in the country the choice is limited to the coal oil stove and the regular wood stove. Any advertising by the hardware dealer, therefore, becomes a question, not of the need for a coal oil stove, but the need for the best coal oil stove.

In newspaper announcements the points to lay stress on are instantaneous "working" flame, concentrated heat, freedom from smoke, even distribution, and minimum consumption of oil.

Some coal oil stoves have such features as enameled chimneys, which makes them rust-proof and easy to clean; others have devices for maintaining oil level, thereby prolonging the life of the wick. Certain manufacturers specialize on interchangeability of parts, and so on.

Where a dealer is situated in the precincts of a Summer resort, it would pay him to despatch somebody after business. This trade is now mostly gobbled up by peddlers and agents, but its rightfully your trade.

For appealing to the people in general the weekly newspaper should be tried and also a carefully prepared list of prospective buyers should be circularized.

It is well to be somewhat familiar with the working parts of the stove you sell—this especially for store trade. When a person asks to see one of your stoves working, the facility with which you "light up" and "turn out" has a good deal of influence for or against the sale.

Just about this time it might pay on certain days of the week to have a stove burning right on the counter. Nobody could enter the store without noticing the flame, and naturally curiosity would be aroused. People are often led to buy in this way.

The specimen ad. shown herewith might be used with the necessary changes.

Advertising Expenditures.

A great many merchants ask what percentage of the total net profits should be spent in advertising. There is no positive answer. What applies in one territory is absolutely unreliable in another. A man should spend as large a percentage of his earnings in advertising as will bring a reasonable percentage of interest on the investment. It's worse than folly for a man in a town of 3,000 inhabitants to get the advertising bug in his bonnet so badly that he wants to use every available method within his reach of spending money on what some people call advertising.

It is still more foolish for a man in a town of 25,000 with a good rural community, to neglect newspaper advertising and circularizing. In such a field a man can, with good profit, spend one-quarter of his income—excluding living expenses, of course—in judicious publicity. A hardware merchant who has studied the value of advertising for his particular business once told me that after he had laid aside from his profits enough to pay expenses for the year, he invested one-half of the remainder in advertising and used the other half in improving his store and business. Another man whom I asked, said, "Oh, I sink about $300 a year in advertising," and I have no doubt that he spoke truthfully, for he paid no attention to his advertising from one year to another.

Some small merchants will persist in painting signs on rocks and fences in sequestered spots where the passers-by number about fifteen a week.

It would be interesting to know when will the advertiser who spends about two or three hundred dollars a year in theatre programmes, church papers, etc., learn that it is infinitely better to give one-half of it to charity and buy with the other half one-hundred-fifty dollars' worth of good business getting circulars, or one-hundred-fifty dollars' worth of newspaper space. When one once advertises in a society program he is stuck for all time. A merchant will gain more respect and actual cash by donating ten or twenty dollars to the general fund.

Merchants in small towns usually neglect the kinds of advertising that cost them little or nothing. One of the best methods for the small merchant, also the one most frequently neglected, is the package slip. The composition and printing on about 2,000 package slips would cost about $1.50. Every parcel that leaves the store should contain some good piece of business getting literature. Following is a suggestion for a package slip to be enclosed in all bundles sent out:

* * *

Our satisfaction lies in the satisfaction of our customer. Have your purchases to-day pleased you? Or is there any little thing that is not quite satisfactory? Tell us of the little things that do not please you whether there be flaws in goods or discourtesy on the part of employes. No goods enter our store without rigid inspection. If there are flaws we have failed to find them. We endeavor to see that all purchases will please you unfailingly. If they do, tell your neighbor about them.

We refund money cheerfully on unsatisfactory purchases. Mark well, we say "cheerfully." We do not mean with an air of despondency.

Here is a suggestion for addresses to be pasted on outside of packages:

To .....
.....
.....
Route

Please accept our earnest thanks for to-day's patronage. Our small profits give us ample satisfaction, if your purchases give you the same feeling.

J. G. BROWN & Co.

—Brains.

STOVES AND TINWARE

MALLEABLE RANGES.

In the stove trade of Canada malleable iron ranges are beginning to attract wide attention. The first malleable iron ranges were made some thirty years ago in the United States, and in time became so popular with the trade on account of their many advantages that other makers soon took the line up, until now there are in that country nearly as many malleable iron ranges as there are of grey iron.

In Canada there are now three firms engaged in making these ranges, the newest of which is the Joy Manufacturing Co., of Toronto. That there is a growing demand for this class of range is shown by the number of inquiries made regarding it, and the fact that this year nine carloads have been brought into British Columbia from the United States would indicate that there will be a large volume of business done in these ranges.

One of the advantages of the malleable range is that all risk of breakage is removed. The lids, dampers, door hinges and all smaller parts which are usually easily broken, will stand any amount of strain or pounding when made of malleable iron. But an equally important feature is that not being grey cast iron they can be rivetted together instead of bolted, thus ensuring tighter joints, and no escape of heat.

The Joy Company have given considerable study to the construction of their range, particularly the proportions of the fire-box, and have, they claim, a range that will give the best results with a third less fuel than is ordinarily used. They sell to retailers only, one in each town, giving him a surrounding district sufficiently large to justify him pushing the goods.

SELECTING A RANGE.

The handling of a particular line of stoves or ranges is usually given to one dealer in each town, and frequently there is rivalry on the part of the dealers to get a well known and well advertised line. No doubt it is the best policy for both manufacturer and retailer to follow out this principle, as no two stores having the same stove the evil of price cutting is done away with, or at least lessened, and the article is sold on its merits.

In Canada to-day there are plenty of ranges of reputable and substantial make, the manufacturers of which are prepared to lend every assistance to the retailer in advertising, but in choosing which to represent the actual merits of the range are the points to be considered, even more than if the range is not so well known as other makes.

The choosing of a stove to handle should be governed by the points one would emphasize in selling it, as this is the part that really interests the dealer. With the customer it is not sufficient to generalize, or say it is a fine stove and has had wonderful sales; the points of superiority must be enumerated. The oven, the principal part of the stove, should be opened and displayed to show its arrangement and capacity. The seller should be able to show why it will bake evenly and not burn, how easily the heat can be regulated to suit the necessities of different kinds of cooking. The fire-box should be gone over to show just how the fuel is placed, and how the heat is all used instead of going up the chimney.

The convenient arrangement of shelves and accessories is another point that can be elaborated upon to good purpose; and lastly, the nickel plating and ornamentation, for to have a nice looking stove is the desire of most buyers, as shown by the commendatory exclamations that one hears from neighbors when a new range is shown them.

The manufacturers of stoves have long made it a study to bring about the best results with the least fuel, and each make has some exclusive points that the retailer would do well to become familiar with, for it is upon these things that favorable comparison can be made with stoves not having such good points, and being able to show what no one else can goes a long way in closing the sale.

SUMMER STOVES.

The Gurney Foundry Co., Toronto, are introducing this Spring a new line of gas broilers and toasters, called the Eclipse, the particular feature of which is quick service. The steak is held in a moveable wire rack that is placed in the stove on its edge, between two sets of flames instead of being held over the fire until one side is done, and then turned over. By the new way both sides are cooked at the same time without turning, and the dripping drops down into a pan at the bottom without falling upon the fire. Bread is toasted in the same manner, both sides at once. Another line is called the Oxford gas broiler, it being similar in construction to the Eclipse, but is made smaller and can be placed on top of a range. It is neatly and compactly made and is having good sales. For places where there is no gas, the company push the Sun gasoline and oil stoves. These stoves are wickless and self-generating, ready for business as soon as the tap is turned on, instead of having to be first heated up. The Brooklyn, blue flame, wickless gasoline and oil stove is another make using the self-generating system. The quickness with which these lines can be brought into service will no doubt commend them to the public, as any time saver is as welcome in the kitchen as in the factory.

NOTES ON SOLDERING.

I had not been long out of college when I was first sent out as a road engineer, so it was not to be expected that I would know very much. In those days I even thought that a soldering iron was made of iron, writes a contributor in the Electric Journal.

When I first used a soldering iron on wire joints, I held a dry iron under a joint and waited for the wire to heat enough to melt the solder placed upon it. After floundering around at that awhile and making a bad job of it, I began to remember how I had seen others do it, and then I placed some solder on the iron and held the iron with the molten solder against the joint, which soon began to sizzle, and as it was clean and well fluxed, the solder flowed at once all through and over it.

In college I had taken a course in physics and had heard all about conduction, convection and other things concerning heat, and also knew that copper is a good conductor of heat. But it did not occur to me in the present instance that those principles had anything to do with the work in hand. After I had mastered the job I began to see their connection with it.

A soldering iron, when in use, may be considered a reservoir of heat and the object in view is to get as much of the heat as possible into the wire. When the iron is held against the joint it touches only the high spots and there is a thin film of air between, no matter how smooth the surfaces may be. This air is a very good heat insulator, though when solder is run into this space it unites with both iron and wire and acts as a bridge over which by the principle of conduction heat flows rapidly into the wire from the reservoir.

Clean and hot are the two essentials. One trouble with some novices is that they only half appreciate that statement and seem to have an idea that the solder is the only thing requiring heat, whereas all surfaces to be joined must be brought to the temperature of molten solder before union can take place. This mistaken idea does not lead to much difficulty when the work is confined to joining small wires, for in that case a small quantity of molten solder contains sufficient heat to quickly raise all parts of the joint to the required temperature. But when large wires or any bulky pieces of metal are to be soldered, this idea leads to trouble.

SPARKS.

Heating stoves are finished for a while but you can boom cooks and ranges.

* * *

Oil stoves, gas and gasoline stoves ought to be good sellers now that the warm weather is on.

* * *

The furnace trade, too, should be looking up, with so much building being done.

* * *

Have a camp stove on view, arranged with utensils in camp fashion. Always some one wants these things.

* * *

If the stove does not draw, it is likely the fault of the chimney.

* * *

Sometimes the smallest detail in a range attracts a woman's attention and makes a sale. Show off the plate racks, etc.

* * *

Next month is the month of marriages. How about your silverware and cutlery display for that time? There are other things, too, that the young wife needs.

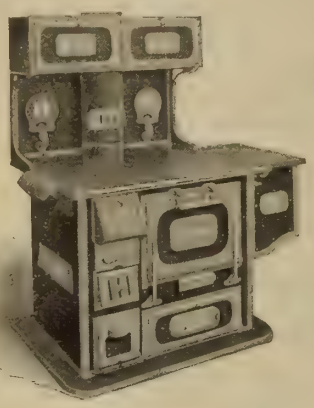
THE JOY

is its name.

It is made of Malleable Iron and Steel.

Its field is all of Canada.

It is sold from manufacturer to consumer through one dealer in a town.

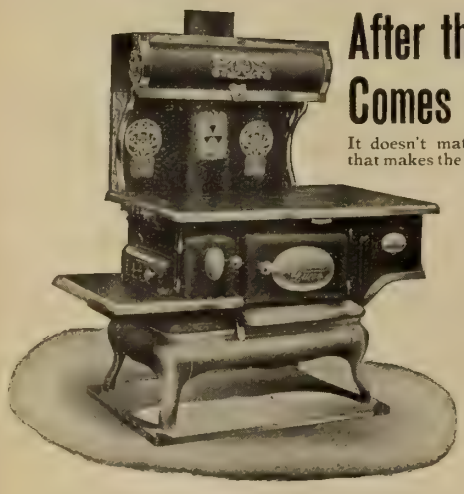


It is not **peddled,** Catalogued or Jobbed.

Its agent is protected and assisted. It wants you. You need it. Better secure it now.

Joy Mfg. Co.

32 Humberside Ave. ...Toronto



After the Test Comes the Praise

It doesn't matter who the party is that makes the purchase, all agree on the superiority of

THE

EMPIRE QUEEN RANGE

"It ***(Empire Queen)*** has given us satisfaction, and I think it is the best and cheapest range on the market."—*Neil Trout, Owen Sound.*

"The Empire Queen is a quick and even baker and very economical on fuel."—*Wm. Trelford, Thornbury.*

"I find the Empire Queen Range giving the utmost satisfaction."—*Charles Bowles, Orangeville.*

Our Booklet shows you what ***dealers*** think of the ***Empire Queen.*** You can get a copy free.

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

You haven't any idea how quick and sure range-selling can be unless you've got an Oxford Chancellor Steel Plate Range on your store floor right now. Unless it is there, you're missing enough sales to pay a good deal more than your current expenses, simply because you are getting no good from the advertising we're doing for this range and the live dealers who handle it. Does it seem right to you that your competitor should profit by our campaign for the biggest-valued steel range the market knows?—and you not profit? It's surely easy enough to connect with us on the proposition,—all you need do to get right on the range question is to write us a letter and say, "Tell me why I ought to sell

The Range Any Trade Will Buy—and Be Glad It Did Buy."

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

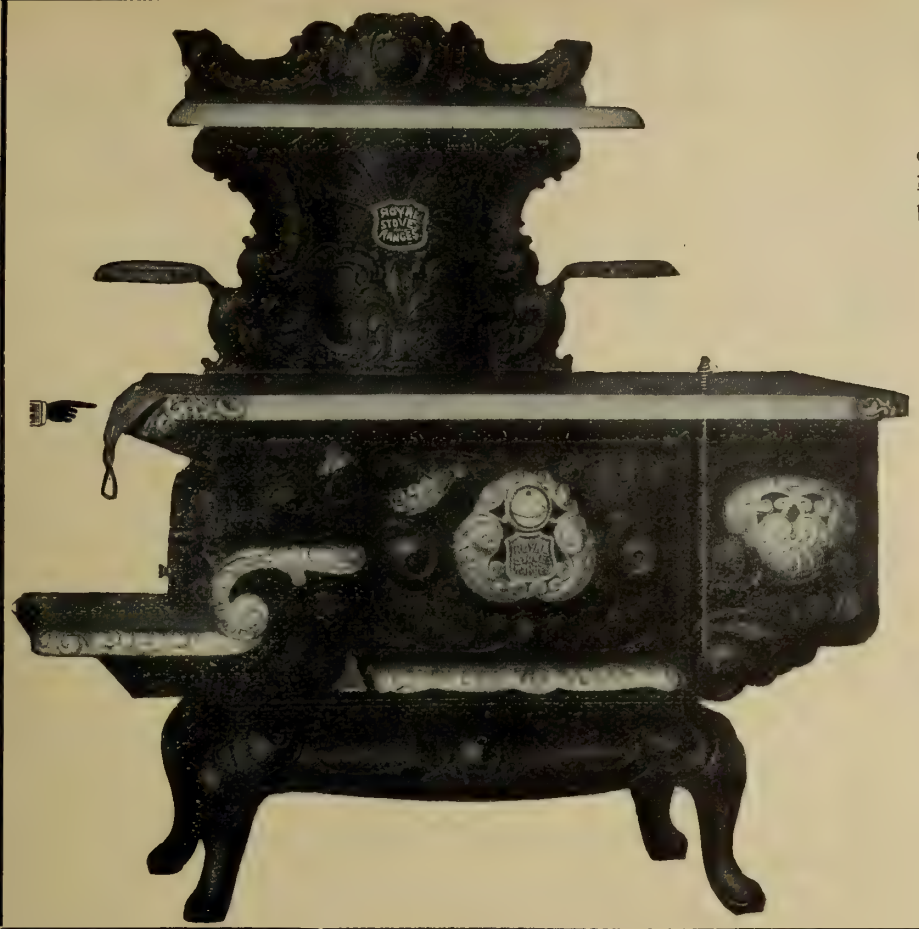
The Gurney Foundry Company

Limited

Toronto Hamilton Winnipeg Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

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STOVE MERITS

delight the dealer because they **earn** for him. No dealer should "settle down" before he enquires about

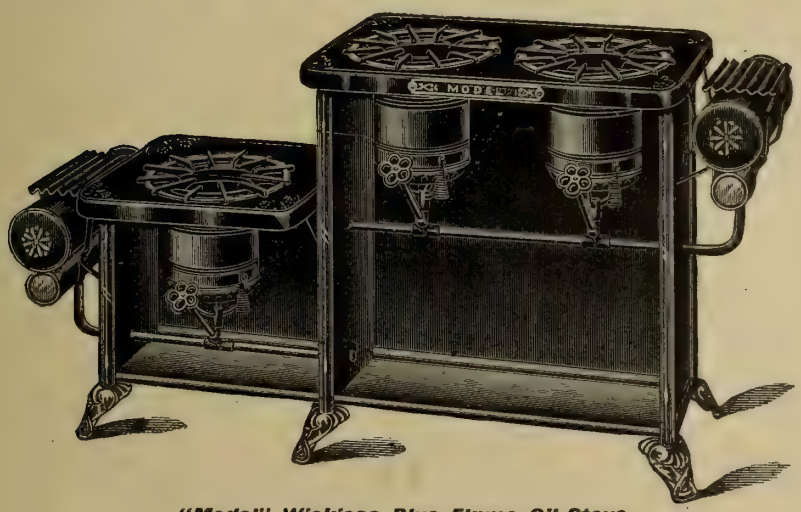
ROYAL CORONA RANGES

which have the **Pouch Feed** and the **Perfect Oven**.

Nothing prevents you from writing us. Nothing prevents us from sending you information on receipt of your letter.

CANADA STOVE WORKS

HARRISTON, ONT.



"Model" Wickless Blue Flame Oil Stove

SUMMER NEEDS

You should boost your sales during the next few weeks by selling our successful oil stoves.

We have a good stock of them.

Boss Junior Gasoline Oil Stove

"Model" Wickless Blue Flame Oil Stove

Prompt Shipment Guaranteed

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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"THE SITUATION IN METALS."

Metal buyers have been constantly on the alert within the past few weeks, but even those who have most closely followed the vagaries of the market, find it difficult to explain this week's happenings.

Of course, tin furnishes the chief excitement. Always subject to the operations of manipulators, it is now, so far as the tyro can perceive, escaping from bullish control. "Fifty-cent tin" is no longer the rule, the price now current being four or five cents under that figure. But even this is thought by some of the best experts to be the work of market bulls who are temporarily depressing quotations.

If so, the explanation of this action is found in the announcement of the periodical Banka sales. As is well known, the Banka mines are controlled by the Dutch Government, who hold these sales at stated intervals. At these times the output for the succeeding period is bought up by operators, and a spice of uncertainty is given to the transaction by constant fear of trouble with the coolies, and other dangers, which limit the product of the mines.

It is possible, and even probable, that the bulls, in their anxiety to control the visible supply, have forced down the price during the Banka sales, and, if this is so, the present low figures will soon be increased. Not a few metal men are expecting to see again the magic "fifty-cent tin."

Antimony and lead are dividing public interest with tin. The former metal, although it is now commanding the record price of thirty cents, still has a great deal of strength, and the feeling is that there are yet higher figures in prospect. Pig lead shows a decided awakening. For the past two or three weeks it has been gaining firmness, and as this tendency continues at the time of going to press, it is safe to say that current quotations are very steady.

If there is one thing more than another, which characterizes the metal markets at present, it is the confident feeling pervading the whole trade, that the exisiting strength in all departments, for some time yet, is to be considered a permanent one. There is certainly no hint of a coming weakness.

SLUMP IN WIRE NAILS.

Wire nails are always an unsatisfactory branch of the hardware business. Both manufacturer and jobber have cause to be dissatisfied with the small profit they make on this line; the retailer, in most cases, uses it only as a bait for his other goods, being content to make actual cost on his sale; and, in the end, even the consumer does not show any gratitude for the reduced price at which he purchases the nails.

If this trade is unsatisfactory under normal conditions, the present situation is particularly so. It seems that an unusually heavy turnover was experienced by the manufacturers last December, when they placed many shipments which are not generally wanted until the Spring.

As a natural result, Spring orders were not up to expectations, and the makers viewed with unnecessary alarm the large number of nail kegs which were piling up in their warehouses. Each one thought his competitors were getting all the business, and some preferred customers were offered a small cut, in strict secrecy. But it leaked out some way or other, and other customers wanted the cut as well.

The inevitable happened. Cut was met by cut, and the market is now practically open. And, of course, now that retailers in some localities are taking advantage of the situation, many jobbers are beginning to think that they are not so anxious to part with the nails, after all.

OUR RECENT COMPETITIONS.

In our Window and Interior Display Department this week we reproduce the Easter window display prepared by S. S. Wetmore, of A. M. Bell & Co., Halifax, which has been awarded the $5 prize offered in the competition which closed on May 1. Several other creditable displays were entered in the competition, those of Messrs. W. J. Illsey, of the J. H. Ashdown Hardware Company, Winnipeg; D. & H. Becker, New Hamburg; G. H. Davison, with G. A. Richardson, Guelph, and H. H. Otton & Son, Barrie, all being worthy of special mention and reproduction in these columns. In making the award to Mr. Wetmore, the originality of the design, the seasonableness of the goods shown and the interesting description accompanying the photograph were all considered and our readers will agree with us in commending the prize-winner for the thorough and enterprising manner with which he entered into the competition.

The ad-writing competition, which also closed on May 1, was not so successful as the contest already referred to and next week it is our intention to criticise the sample advertisements so that the contest will be helpful to the clerks who competed and the dealers who write their own ads. The first prize was awarded to W. J. Illsey, with the Ashdown Company, Winnipeg. Neither the printer nor the ad-writer made the most of the opportunity, but as the number of replies was limited the choice narrowed down to the Winnipeg entry and advertisements of stores in Dundalk, Ontario, and Cranbrook, British Columbia.

It is satisfactory to note that from one end of the Dominion to the other readers are sufficiently interested in these competitions to take part in them and while it is unlikely that any further contests will be announced during the Summer preparations are being made for others in the Fall. In the meantime the editor would be pleased to receive suggestions from clerks, travelers or merchants regarding competitions which would be helpful to the trade. It is proposed, for instance, that a prize be offered for the best short article on "How to Transfer a Business from a Cash to a Credit Basis." Before announcing this competition the editor desires to know how many are willing to send in such articles, and a year's subscription to this paper is offered to the person who suggests any interesting subject for a competition which is considered worthy of adoption, or any suggestion outlining any plan by which the paper can be made more interesting and helpful to its readers.

BUSINESS MEN AND MUNICIPAL POLITICS.

Everywhere in Canada municipal government is increasing in importance, and everywhere, but especially in the large cities, leading business men avoid active participation in the administration of civic affairs. Civics are not politics; straight business all the time, and requiring the very best capacity available. Halifax, as set forth in last week's issue of Hardware and Metal, has adopted a plan for bridging the rift of indifference between the municipal administration and the business community by a commercial committee, half members of the board of trade, half members of the council, with the mayor as chairman.

Mayor Coatsworth, of Toronto, and Peleg Howland, president of the board of trade in the Ontario capital, were asked for expressions of their views on the Halifax plan. Mr. Howland wanted time to consider it. Mayor Coatsworth said:

'I have felt the necessity of consulting prominent and able business men in connection with various city matters and I invariably take an opportunity of doing so whenever I can. During the past week I have consulted two or three prominent business men in relation to important matters affecting the interest of the city. When we come to deal with the question of the radials, my purpose is first to take counsel with several of our leading men, asking their advice as to the best business arrangement to make with the railways, and I will be very much impressed and perhaps entirely guided by their advice, particularly as to the financial side of the question.

"I would not think of entering into important financial matters of city business without first getting the advice of some of our leading financiers. We have a number of splendid and able men in Toronto, and I must say, speaking from my own experience, I have found them ready and willing to enter into a full discussion of city matters at any time and to give me the benefit, for the city, of their long experience and training.

"I found it also of advantage to confer with a committee of working men who have been appointed for that purpose by the Trades and Labor Council. At any moment, if a matter arises affecting the working men, I can immediately reach these gentlemen and secure from them what might be called the very inside information as to the views and wishes of the labor men on the subject.

"I am decidedly in favor of calling in the experts in every line to consult on city matters in their various spheres, and, up to the present time, I am bound to say that these gentlemen have responded in a manner that has made it a pleasure for me to consult them.

"I feel assured that a committee of these gentlemen, wisely chosen, with whom the council could consult, and who would co-operate in city business, would give greater steadiness to important civic affairs and inspire more confidence in the public mind, although we have no reason to complain of the public feeling at present."

OPINIONS WANTED.

The Halifax plan of a commercial committee, half members of the board of trade, half members of the city council, with the mayor as chairman, is an example for the whole of Canada as a means of bringing to bear upon municipal affairs the organized business ability of the community. It is an exceedingly important question, and increasing in importance every year. Something must be done to improve the municipal administration, especially in the larger centres of population. In another column we publish this week a statement by Mayor Coatsworth of Toronto in reply to a request for his opinion regarding the Halifax plan. We will be pleased to receive from any of our readers an expression of opinion regarding the plan or through them the opinions of others competent to speak.

TECHNICAL EDUCATION.

This is an educational age. Trained minds seem to possess the key to success everywhere. Business men are looking for high priced labor more than ever before and high priced workers are scarce. We have this from the Canadian Manufacturers' Association which sent a petition to Sir Wilfrid Laurier asking the Government to appoint a commission on technical education. This petition was framed along the lines of the resolution passed at the last convention of the association.

"That the Dominion Government be requested to appoint a commission to report on the best method for establishing a comprehensive national system of technical education, to provide Canadian industry and commerce with trained assistance from amongst the Canadian people, and thereby aid in developing Canadian industry and do away with the present condition of affairs, which compels employers to go abroad for men to occupy the more responsible and more remunerative positions in Canadian enterprises."

The day after this deputation visited the Premier, the Montreal branch of the association's executive heard a number of complaints from manufacturers to the effect that they were unable to get enough skilled labor, and the question of establishing a labor bureau for skilled mechanics was referred to the head office at Toronto.

Here is a body of prominent manufacturers who have made money for themselves and who confess that they cannot get high grade labor. Certainly technical schools will help to solve the difficulty. In the Province of Quebec especially the Government is losing a grand opportunity to develop latent ability. The French-Canadian is an ideal mechanic in some lines. It is in the blood of the French race to have an instinct for work of an artistic tendency. A Frenchman with an axe and a saw will build a very attractive looking house. He is possessed of great taste in mechanics, and if an institution was established where the worker could be taught how to use correctly his natural talents: how to direct his energies in the proper channels, and above all a fuller appreciation of himself, then a marked development would take place all round.

The technical school is a necessity, and it is past comprehension that such schools have not been in vogue long ago in the big cities. In the Old Country, notably in London, the influence of the German workers has been severely felt. The highly trained young German arrives in London, looks for a position, gets it. To the astonishment of the Britisher he finds that this young Teuton can speak the languages of Europe, he can dictate strong letters on almost any subject all-convincing and profitable. At a bound three or four of the cheaper accountants and correspondence clerks are dismissed and the system and brain of the young technical-schooled German is running the business. This has been proven again and again. In Canada the big offices of the railway companies have expert accountants who draw only $40 a month. Why? Simply because all these men know is to do accounting. The equipoised mind, the alert trained one that knows how to learn what it has not found out, is the force in demand to-day.

May the Government hastily accede to the request for technical schools.

HARDWARE TRADE GOSSIP

Ontario.

Keenleyside & Co., oil merchants, London, suffered loss by fire during the week.

Wm. Knight, hardware merchant, Maple, was a visitor in Toronto this week.

J. Chatfield, plumber, of St. Catharines, was in Toronto on business during the week.

Joseph Moses has sold his hardware business at 516 Dundas street, Toronto, to R. M. Cameron.

The store of F. W. Mahon, hardware merchant, Hintonburg, was damaged by fire a few days ago.

Ben Noble, of Smith Bros. & Co., plumbers and gasfitters, London, was in Toronto on business this week.

The stock of J. W. Knapp, grocer and hardware merchant, Smith's Falls, has been sold for 55c. on the dollar.

James Boxall, of Boxall & Matthie, stove and tinware merchants, Lindsay, was in Toronto for a day or two.

Jonas Hartleib has purchased the hardware stock of E. P. Paulin, Dashwood, who has removed to Goderich.

Alex. A. McLachlan, Magnetawan, Manitoulin Island, has been granted Canadian and American patents on a new horse shoe attachment.

Friends of R. C. Fisher, of Fisher & Sons, Dundas, and for a quarter of a century with Rice Lewis & Son, Toronto, are glad to see him back in the city.

The building being erected for R. J. Cluff & Co. on Lombard street, Toronto, is nearly completed. All the brick work is done and the interior fittings are being installed.

Wm. Reid, of Reid & Wilson, hardware merchants, Seaforth, has been a visitor in Toronto during the past week. Mr. Reid is one of the most jovial hardwaremen in the country and it is always a pleasure to meet him.

R. A. Gray has resigned his position as manager of the Toronto branch of H. R. Ives & Co., Montreal, and Oscar M. Hodson, formerly in the retail hardware business at Bolton, Ont., has been appointed Toronto manager for the company.

R. Fair, hardware merchant, 302 Queen street east, Toronto, intends selling out his business and going into building exclusively. He has already disposed of his store building, but the purchaser is willing to continue the stand of the hardware store.

W. A. C. Hamilton, of the Consumers Cordage Co., Montreal, visited Toronto on Thursday. The Consumers Cordage Co. intend to close their Toronto branch, having appointed the Colonial Cordage Co., of Strachan avenue, Toronto, as their representative in the smaller lines of their manufacturing.

W. R. Stavert, Montreal. Canadian representative of Jenkins Bros., Boston, was a caller at the Toronto office of Hardware and Metal on Wednesday. Mr. Stavert states that a site has been procured for the new Jenkins plant at Montreal, from which valves will be made for export to Great Britain, Australia and other portions of the British Empire.

C. S. Baxter, of Neveux, Clinton & Baxter, Windsor, called on Hardware and Metal on Tuesday. Mr. Baxter is now devoting his attention chiefly to the wall paper business, but states that trade has been exceptionally good in his hardware store. Cutlery is an important branch of this business, sales averaging from $30 to $40 per day in pocket knives alone during the Summer tourist season.

The addition recently made to J. H. Worsell's store at Goderich gives him thirty feet more depth in his front store for the display of his goods, the mechanical department being removed upstairs. Mr. Worsell has been cramped for room in the display of his stock, and this change gives him a front store 65 feet deep and 22 feet in width. It is arranged with windows in the side to allow of an abundance of light, and behind the front store he has an unpacking room 20 feet in depth by 22 feet wide.

Quebec.

J. A. Moquin, general merchant, of Eastman, visited Montreal on business during the week.

Mr. McNeill, of the Laurentides Paper Co., Grand Mere, was among the visitors to Montreal this week.

J. R. Terrill, of Caverhill, Learmont & Co., is carrying his grip and sunny smile in Ottawa, this week.

T. McAvity, of T. McAvity & Sons, St. John, N.B., was in Montreal this week, visiting his friends in the trade.

J. H. Cameron, representing the Winchester Repeating Arms Co., took orders from the Montreal jobbers this week.

Malcolm Cameron, of the Canada Paint Co's montreal staff, has gone to St. Agathe to spend a three weeks' vacation.

James Davidson, president of the Thos. Davidson Manufacturing Co., Montreal, has returned from an enjoyable visit to Europe.

Mr. Bissonette, of Bissonette & Freres, general merchants, of St. Sebastien, was among the buyers to visit Montreal during the week.

Mr. Monty, of Monty Freres, hardware merchants, of Granby, came in to place some orders with Montreal jobbers a few days ago.

Kenneth Carmichael, of the staff of Frothingham & Workman, Montreal, has joined the purchasing department of the Northern Electric Co.

On May 28 there died at Remscheid, Germany, the mother of Messrs. Dorken Bros., the Montreal manufacturers' agents, at the age of 78 years.

C. H. Le Tourneux, one of Montreal's oldest hardwaremen, died in that city on Sunday last. Deceased was head of the firm Le Tourneux Fils & Cie.

L. N. Dupuis, of Huntingdon, was this week a visitor among the wholesale hardware dealers of Montreal, placing orders for blacksmith's supplies.

Mr. St. Arnaud, of St. Arnaud & Duval, general merchants, of Ste. Genevieve de Batiscan, called on some of the hardware jobbers of Montreal recently.

Paul R. Hanson, manager of the Canadian Rubber Co's Montreal branch, is this week out of the city visiting Sherbrooke, Chicoutimi and other points.

The annual convention of the Air Brake Association of America will be held in the Windsor Hotel, Montreal, for five days, beginning Tuesday of next week.

The annual picnic of the staff of A. C. Leslie & Co., Montreal, was held on Thursday of this week, when perfect weather was an important factor in the pleasure of all.

F. A. Coons, of A. Sweet & Co., general merchants, Winchester, Ont., spent Victoria Day in Montreal and took in some of the sights in company with friends in the trade.

J. A. Gordon, of Montreal, who is secretary of the National Plumbers' and Steamfitters' Association, goes to Ottawa this evening, where he will make preliminary arrangements for the annual convention of that body.

Western Canada.

Lewis & Taylor, plumbers, of Winnipeg, have assigned.

Allen Bros., hardware merchants, Lang, Sask., have sold their business to J. H. Small.

W. B. Marshall Co. and Jas. Gray have purchased the Medicine Hat Plumbing & Heating Co.

J. E. McRobie, secretary of the Western Retail Hardware Association, was in Roland, Man., last week on association business. Next week he will leave Winnipeg on an extended trip west over the C.N.R. from Dauphin to Edmonton.

E. G. Prior & Co., of Victoria, B.C., will supply the hardware for the new Empress Hotel. The locks will be a special feature. They are so constructed that if a door is locked on the inside and the key left in, another key supplied to the proprietor called the "grand master" can be inserted and will unlock the door from the outside.

AN OLD COUNTRY VISITOR.

H. Oliver, of the firm Hawksworth, Eyre & Co., silversmiths and electroplate manufacturers, Sheffield, England, is on a tour through the Dominion. F. H. Scott is the Canadian representative of this firm and has just returned from the Old Country, visiting the headquarters of this firm and several others whose Canadian agent he is. The growth of the trade of these fine old English houses in the Dominion has been in a measure due to the energy and ability of Mr. Scott. Renewed interest is now being taken in Old Country silver and electro-plate, owing to the marked attention paid to new styles and especially the unfailing durability of all stock.

A CUTLERY DISPUTE.

Readers of Hardware and Metal will remember that a few months ago objection was taken by cutlery manufacturers in England to certain lines of cutlery manufactured in Canada upon which the word "Sheffield" was stamped. The correspondence was conducted through the Dominion Government, but nothing more was heard of the matter until last week, when Mr. Sydney Jessop Robinson, of Wm. Jessop & Sons, Sheffield, England, visited Toronto. Mr. Robinson is the master cutler of the Cutlers Company for the present year, and it is understood that his visit to Toronto set in motion the legal proceedings which were taken at Niagara Falls this week when a charge was made against the Ontario Silver Co. for unlawfully conspiring to deceive by making cutlery and stamping it with the word "Sheffield" as though it were made in Sheffield, Eng. The law officers visited the premises of the company and seized certain dies, invoices and letters, these being now in the hands of the court, the case having been adjourned for a week.

The Ontario Silver Co. is an old established firm, which has been doing business for about fifteen years, the last five in Niagara Falls. They import their steel from Sheffield, have a large number of Sheffield workmen employed in their factory, evidently considering this sufficient reason to allow them to mark their goods with the word "Sheffield." For some time they have had the matter under consideration, the correspondence seized showing that it was the company's intention to discontinue the use of the "Sheffield" dies as soon as their present stock had been disposed of. They are doing business as usual, notwithstanding a sensational article in one of the Toronto papers, and are continuing to sell their regular lines until a decision is arrived at in the matter.

MONTREAL WAREHOUSE BURNED.

About $10,000 damage was done by a fire that destroyed the warehouse of Wm. McNally & Co., corner of Grey Nun and Wellington streets, Montreal, on the morning of May 24. The building was a two-storey wooden structure, and was filled with contractors' supplies, such as cement, plaster and wheelbarrows.

The damage done by water was even greater than by fire. The big stock of cement and plaster stored in the building was ruined by the water, which the firemen poured into the building.

The loss is covered by insurance in the Royal, Queen's and Mount Royal insurance companies.

AN ELECTRICAL EXHIBIT.

A commendable move is being contemplated by the Electrical Contractors' Association of Montreal. Recognizing how little is known by the public concerning many of the most interesting applications of electricity in this twentieth century, they have decided to hold an "Electrical Trades Exhibition" in the Victoria rink, from Sept. 17 to 22, inclusive. The rink will contain a hundred stalls, in which will be exhibited the best types of underground conduits, street lighting material, dynamos, motors, fire alarm apparatus, telephone supplies, electric fixtures, electric signs, etc.

Diploma awards will be given for the best exhibit, and for the most useful invention, at the exhibition. It is announced that Prof. R. B. Owens, E.E., M.Sc., will be chairman of the judging committee.

"MARRIAGE IS PROMOTION."

George Eliot, the celebrated authoress, in one of her novels, says that "marriage is promotion." Be that as it may, statisticians vow that numerous marriages undoubtedly denote prosperity.

Cupid has evidently been busy with the staff of the Canada Paint Co., and planted his darts with unerring aim, for, last week Frank W. Bell, the company's genial receiving clerk, led a charming and blushing bride to the altar, and was the recipient of a flattering address, together with something more tangible in the shape of a well-filled purse from the staff of the company.



Allan James Munro.

This week, society columns of Montreal papers say that "Mr. and Mrs. Piers Locke announce the engagement of their daughter, Josephine Hume Locke, to Allan James Munro, son of Robert Munro, of Montreal. The wedding will take place June 22, at St. Cuthbert's church, St. Lambert." "May joy attend them" is the earnest wish of their many friends, and Hardware and Metal warmly adds a loud and genuine "AMEN."

OPENING BRANCH AT TORONTO.

The Syracuse Smelting Works, with plants at New York and Montreal, have opened a branch at Toronto under the management of B. Muscat. They will import ingot metal and sell their own manufactured lines of solder, babbitt and type metals.

RUMORED WHOLESALE CHANGES.

A rumor, current in Toronto this week, was to the effect that a leading Toronto wholesale and retail hardware house was to be absorbed by a Montreal jobbing concern, which desires to get into Toronto on a more extensive scale than they are at present. The rumor cannot be verified and it is probable that it is nothing more than street talk, although a man on the inside, on Thursday, said that "if the Montreal people have the price they can have the business."

From various sources statements have been recently made that before another year goes by Toronto will have at least another large jobbing house. An American house is understood to have an eye on this territory and it is well known that one or more of the Montreal wholesalers are only waiting for the occasion to present itself for the opening of branches there.

TWO GOOD WINDOWS.

The F. Hamilton Co., 65 King street, east, Hamilton, who believe in the value of window displays, make it a point to have that part of their advertising seasonable and attractive. Last week the west window of their store was made up of sporting and athletic goods, pyramidal in form with a small automobile on top. The sides of the pyramid were arranged with baseball, cricket, lacrosse and general sporting goods, and in addition to this was an easel with a nice display of jointed fishing rods. A lawn tennis net with racquets hung against it formed a fitting background for the whole, and the effect was good.

The east window was made up similar in construction to the other, but was decorated with paints, enamels, brushes, paper-hangers' supplies, etc. On the top of this pyramid was a miniature frame house painted with Bull Dog paints, which attracted much attention.

The Hamilton Co. show good judgment in their displays, particularly in having the special features of the automobile and house bear a relation to the other things shown. Something scenic or out of the ordinary will always attract attention, but to get the best results the interest of those who look at the window should not be wholly absorbed by these things, but, instead, should be directed by them to the general display.

Morris, Man., will establish an acetylene gas plant.

* * *

The James Smart Manufacturing Company, Brockville, have secured the contracts for the warming and ventilating in the Chalmers Church Sunday school building, Toronto, and the public school building at Teviotdale, Ont.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Solder—Prices have eased off some.
Turpentine—Quotations are declining.
Linseed Oil—Lower prices are the rule.
Wire Nails—An open market exists.
Ingot Tin—A 4 cent drop has been made.
Pig Lead—Prices have advanced.
Galvanized Iron—There has been a readjustment of prices.

TORONTO.

Solder—Quotations are about 2 cents lower.
Turpentine—Down 3 cents, and likely to go lower.
Linseed Oil—A drop of 1 cent has been made.
Crude Petroleum—Prices have advanced 2 to 4 cents.
Ingot Tin—A speculative drop of 5 to 7 cents has been made.
Boiler Plates—Some lines are slightly advanced.
Antimony—Another advance has been recorded.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 1, 1906.

General business, while scarcely so brisk as it was last week, is still healthy and large orders are being filled by all the leading jobbers.

Shelf goods are the strong feature of the week's trade, and most of the wholesale houses report that these are being taken in especially large quantities by city merchants. The local business is experiencing a great boom, as the natural result of the large amount of building which is now being done.

Prices in most lines are stiff, but wire nails are somewhat weak. Manufacturers appear to be losing sight of the fact that larger quantities than usual were moved last December, and they are now fighting hard for orders. The market is practically an open one.

AXES—A normal volume of business is being done. Prices are steady as follows: $7.60 to $9.50 per doz.; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—The trade shows no special feature. We quote prices: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34 inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—A fairly brisk turn-over is reported. Our price remains $4.25 for cold blast.

RIVETS AND BURRS—There is lots of business doing at the same prices as have prevailed for some time. We give the following discounts: Best iron, rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets, with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—In spite of pessimistic reports as to crop prospects, sales continue to be good. We quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b., Montreal.

MACHINE SCREWS—An active trade is going on. Our discounts remain as follows: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—Being a staple line, these goods are selling fast. Our discounts are as follows: ⅝ and smaller 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

HORSE NAILS—The volume of business is good. We still quote: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—The situation is unsatisfactory for manufacturers and jobbers, although large quantities are being purchased by retail dealers. The market is practically open, and the price we quote is by no means general. Our price is $2.15 per keg, f.o.b., Montreal.

CUT NAILS—The unsettled condition of the wire nail market is being reflected in this line as well. Our price remains $2.20 per keg., f.o.b., Montreal.

HORSESHOES—Business shows a very satisfactory volume, and prices are firmly maintained. We quote as follows: P.B. new pattern, base price, $3.50 per 100 lbs.; M.R.M. Co.' latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—Orders for guns, ammunition, etc., are increasing, and trade will continue to improve in these lines during the balance of the season.

BUILDING PAPER—No noticeable change has taken place in the condition of this market. Altogether the situation is satisfactory but featureless.

CEMENT AND FIREBRICK—The busy season is now at its height. Montreal dealers are enjoying a full share of the boom. We quote prices: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. "Lafarge" (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21; American, $30 to $35; White Bros.' Eng. cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—A good turn-over in this line is reported by the local wholesalers. Our quotations are: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—This continues to be one of the best selling lines in the trade. Active inquiries for all grades are being received. Prices remain as follows: American Twin, 2 qt. $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—Our price remains steady at $1.45 per hundred square feet.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 1, 1906.

While there are signs of the slackening usually following the rush of Spring business, trade continues brisk and seasonable lines of all kinds are being shipped as fast as they can be prepared.

Refrigerators, freezers, wire cloth, screen door fixtures, hammocks, lawn goods, bicycles, baseball goods, fishing tackle, and all other seasonable goods are going out to dealers in large quantities every day. In addition to this, there are continual re-orders on the earlier lines, such as wire and nails, fencing, steel goods and similar lines. Builders' hardware is active. The large amount of railroad construction work going on also causes a continual demand for shovels, scrapers and similar goods in very large quantities.

AXES AND HANDLES—Trade conditions normal, with no price changes.

CUTLERY AND SILVERWARE—A steady business continues to be done.

SPORTING GOODS—Baseball and lacrosse goods and fishing tackle continue in good demand, and guns, ammunition, etc., are selling well.

WASHING MACHINES—Trade is fairly active at present.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; ¾ inch, $3.95; 7-16 inch, $3.80; ⅝ inch, $3.65; 9-16 inch, $3.55; ½ inch, $3.45; ⅜ inch, $3.35.

EXTENSION AND STEP LADDERS

—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—A good trade is reported.

GALVANIZED WIRE — We quote: $2.17½ f.o.b. Cleveland.

BARB WIRE — Prices remain the same. We quote: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The same conditions continue with considerable cutting being done and we quote nominally $2.05 base.

CUT NAILS—The average demand exists for cut nails.

HORSENAILS—The usual trade continues with no changes in quotations.

HORSE SHOES — Our quotations continue as follows: P. B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

RIVETS AND BURRS—Business is good in these lines with prices the same.

SCREWS—All lines are selling well at present. No price changes.

BOLTS AND NUTS — With stocks light prices continue firm.

CORDAGE—We quote as follows: On binder twine, 500 feet, 10c. lb.; 550 feet, 11c. lb.; 600 feet, 12c. lb.; 650 feet, 13½c. lb. Golden Crown, 500 feet, 9¾c. lb. On Gold Medal Brand (imported), 600 feet, 12¼c.; 650 feet, 13¼c. Discount for car lots: Manila, 15c.; British manila, 11½c.; sisal, 10½c.; double lathyarn, 10½c.; single lathyarn, 10c.; sashcord, "Hercules," 30c. to 32c.; "Star," 36c.; cotton twine, 3-ply, 24c.; 4-ply, 29c.; calking cotton, 16½ to 17c.; cotton waste, colored, 6¾c.; white, 9c.

CEMENT—There is no lessening in the quantity of cement being asked for. All that is being made finds a ready market. We quote: For carload orders, f.o.b., Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Porland, $2.05 upwards.

FIRE BRICK—There are no changes to record. English and Scotch firebrick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27½c. to 35c.

HIDES—An advance of ¾c. on country hides is the only quotable change in the list this week. The situation is uninteresting, with supplies fairly well meeting the demand.

Hides, inspected, steers, No. 1	....	0 11
" " " No. 2	....	0 10
" " cows, No. 1	....	0 10½
" " " No. 2	....	0 09½
Country hides, flat, per lb.	0 09¾	0 10¾
Calf skins, No. 1, city	....	0 14
" " No. 1, country	....	0 13
Dekins	0 80	0 90
Sheep skins	1 50	1 85
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb.	0 04¾	0 05½
Pulled wools, super, per lb.	....	0 25
" " extra "	....	0 27
Wool, unwashed fleece	0 17	0

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 1, 1906.

Another decline in tin was the feature of the week's happenings in metal circles here. This market is always a difficult one to understand, as it is subject to the influence of speculators more than any other metal. It is felt locally that the depression of prices now existing in the tin market is almost wholly due to this cause, as the metal is very scarce and sales are active.

Pig lead has advanced, and is very firmly held at the higher price. The situation is particularly strong, and there is an evident state of expectancy in the trade which forecasts a further move upward. This same feeling, by the way, seems to be general, and to extend to all metals.

Antimony took another flight upward during the week. It is impossible to see the end of the present wonderful rise of this metal, even when prices are more than three times their normal figure. Every indication points to a continuance of the advance.

Copper is not exciting a great deal of attention in these days of antimony and tin, but buvers find that prices are very firm, and there is no reason to look for any lower quotations. Indeed, the tendency is decidedly the reverse of this.

Pig iron is causing some concern to dealers owing to the difficulty experienced in securing consignments of the softer grades. It is almost an impossibility to obtain prompt deliveries of No. 3 in any of the better known irons, and there are several cases on record of purchasers buying No. 1 because the softer iron was not available.

Sheet metals are showing activity. In galvanized iron very firm conditions prevail, reports from the Old Country markets showing slight advances there. Among the local dealers there has been a re-adjustment of prices for gauges other than 28.

Unless the declining market in ingot tin keeps up, which is unlikely, the price of tin plates will have to advance. This is momentarily expected by the market experts in this city.

COPPER—Conditions are very steady and this metal is gaining strength constantly. Our prices are: Ingot copper, 21c. to 21½c.; sheet copper, base sizes, 25c.

INGOT TIN—The market is weaker, but this is probably only temporary and due to artificial means. We now quote: 46c. to 46½c.

PIG LEAD—As predicted in our last issue, this metal is stronger this week, and a very noticeable jump has been scored. We now quote: $4.40 to $4.50 per hundred pounds.

PIG IRON—Prices are unchanged, but the scarcity of number 3 grades, mentioned last week, is now being felt even more keenly. We quote:

"Dom.," No. 1, $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	21 00	"	"
Clarence No. 1	18.00	"	"
" No. 3	17.65	"	"

BOILER TUBES—Sales are satisfactory and quotations as follows: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our quotations: Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per lb.; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.

MERCHANT STEEL — Continued strength is shown, and prices are stiff. We quote: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.17½ and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—We are still quoting: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON — Advances in Old Country markets have stiffened conditions here once more. Our quotations follow: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—This line is very firm and prices have strengthened. We still quote: 28 gauge, $2.40 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—Our quotations are as follows: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

ANTIMONY—The market is still on the jump. Still higher prices are reported, and great firmness is shown even at the new figures. We quote: 29½c. to 30c. per lb.

TIN PLATES—Dealers are confident that an increase in prices will soon be declared, unless the ingot metal continues to decline. We quote as follows: Cokes, base size I C 14x20, $4; charcoal, base size I C 14x20, $4.25.

TERNE PLATES — The market remains steady with prices constant at $6.85.

INGOT ZINC—As a result of higher prices in the Old Country markets, an advance has been declared here. We now quote: 7c. to 7¼c.

SHEET ZINC — Much firmer conditions now prevail. We quote: $7.75 in casks; $8 in less than casks.

SHEET LEAD—The market this week is still stronger, owing to further advances in pig lead. Our quotations: 2½ lbs., 5½c. by the roll; 3 lbs. and heavier, 5¼c. by the roll; small quantities 25c. per hundred lbs. extra.

BAR IRON—The market is steady at $2.05 f.o.b. Montreal.

OLD MATERIAL — The situation in metals is still firm, and there is no immediate prospect of weakening. In scrap rubber prices are holding up very well, considering that the largest collections are coming in at this time. Manufacturers of reclaimed rubber seem to be holding back orders in the hope that the usual fall in price, owing to Spring collections, would take place sooner or later. The demand for all kinds of rags continues good, with the exception of cotton rags for paper stock, of which the supply exceeds the demand. The same may be said of waste paper, as mills are at this time of year using large quantities of ground and other wood pulp. Dealers purchasing prices follow: Copper wire, 15 1-2c.; light copper, 14 1-2c.; heavy red brass, 13 1-2c.; yellow brass, 10½c.; light brass, 7½c.; lead, 3¼c.; zinc, 4c.; machinery cast scrap, $13.00; wrought scrap, $12.00; stove plate scrap, $11; mixed rags, $1 to $1.20 per 100 lbs.: old rubbers, 7¼c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 1, 1906.

Speculation in tin has brought prices down from five to seven cents and the slump has stopped the buying to a considerable extent. Stocks are light locally and available supplies are light. According to an English statement of market conditions there "the speculative character of tin has once more shown itself to its full extent, and with the stocks already at a dangerously low level, and still being encroached upon by the steadily expanding requirements of trade, prices lend themselves easily to manipulation. Although the east has been selling more freely at the high prices established during the week, there are no indications of any change in the actual position of the metal. Consumption remains very good, and supplies are not increasing."

Opinion is very much divided in New York in regard to the probable course of the tin market. The time for the statistical statement is close at hand, and it is held by some that the market may decline again on the statistics. On the other hand, however, London advices and limits show an expectancy of yet further recovery.

Pig lead and copper continue very firm, and antimony has again gotten its wings in motion for another upward flight.

PIG IRON — A firm market is reported with the following prices: Radnor at furnace, $30; Hamilton and Midland, at furnaces, No. 1, $20.50; No. 2, $20; Londonderry, f.o.b. Toronto, No. 1 $21.50, No. 2, $21; Middleboro, $21.50.

BAR IRON—There are no changes in prices, but the market is very firm at $2.15 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

INGOT TIN—From 43c. to 45c. is being asked by dealers with changed prices each day.

TIN PLATES—There has been some heavy buying of plates in the expectation of higher prices. We are quoting: Cokes, base size, 14 x 20, $4; charcoal, base size, 14 x 20, $4.50.

GALVANIZED SHEETS—Trade continues fair and we quote: 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. Buying is fairly active and quotations 23c. to 24c. per pound.

BOILER PLATES AND TUBES — The demand is steady and we continue to quote: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $20. Terms, 2 per cent. off.

LEAD—The market is very active, but prices continue as before. We quote: Canadian pig lead at $4.40 and English pig at $4.75 per 100 lbs., with bar lead at $5 per 100 lbs.

ZINC SPELTER—Prices are firm and dealers are looking for an early advance. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

COPPER — Business is brisk with prices unchanged. We quote: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

ANTIMONY — Another rise has brought our quotations up to 28½c.

OLD MATERIAL—All metals are active with prices the same. Dealers' buying prices are as follows: Heavy copper and wire, 15½c. per lb.; light copper, 13¾c. per lb.; heavy red brass, 13¾c. to 14¼c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8½c. per lb.; tea lead $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4¼ to 4½c. per lb.; iron, No. 1 wrought, $11; No. 2 wrought, $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel, $5; old rubbers, 7c. to 7¼c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—Quotations remain as follows: Anthracite in cars at bridges, egg, stove and nut, $5.50; grate, $5.25; pea, $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; 3-4 inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.60; ¾ inch, $2.50; mine run, $2.40; slack, $2.25.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, May 29, 1906.

PIG IRON—Cleveland warrants are quoted at 49s. 9d and Glasgow standard warrants at 49s. 6d, making prices as compared with last week 5 1-2d lower for Cleveland warrants and 1s. 1d lower for standard warrants.

TIN—Spot tin opened irregular at £182 10s., futures at £182 10s., and after sales of 320 tons of spot and 650 tons of futures closed strong at £186 for spot, £186 for futures, making price as compared with last week £2 10s. lower on spot, and £1 lower on futures.

COPPER—Spot copper opened firm at £85 10s., futures £84 15s., and after sales of 300 tons of spot and 600 tons of futures, closed firm at £85 15s. for spot, and £85 2s. 6d for futures, making price as compared with last week 10s. higher on spot and 17s. 6d higher on futures.

LEAD—The market closed at £16 15s. making price as compared with last week unchanged.

SPELTER—The market closed at £27 10s., making price as compared with last week 7s. 6d higher.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, May 31, 1906.

The call for sheets coupled with the scarcity of sheet bars will probably result in an advance of from $2 to $4 a ton in the near future. Heavy premiums are now being paid for immediate deliveries. The advance in quotations on tin plate is being maintained.

The gap continues to widen between Bessemer and basic iron on the one hand and foundry on the other. One 10,000 ton lot of Bessemer for third quarter delivery sold during the week at $17.35, and smaller lots went at slightly higher prices. The corporation has taken all the available Bessemer for June and basic sales have been good with the price of $17 well maintained. Foundry grades, however, are selling freely at $16 to $16.25 valley for No. 2, though the tonnage moving is not extremely large. Several producers have withdrawn from the market, finding present prices unattractive, and an Ohio inquiry for 10,000 tons has been withdrawn. A canvass of the southern situation shows stocks in furnace yards very low.

The shipment of ore from Lake Superior ranges is proceeding uninterruptedly, but it is not so large as was hoped. The car shortage on the range railroads and the limited capacity of upper lake docks are being strongly felt.

U. S. IRON AND METAL TRADES.

From the Iron Age, May 31, 1906.

The widespread struggle between the founders and the molders over the open shop issue is to a considerable extent curtailing the melting of iron and has led to some holding up of deliveries. The foundry iron markets are therefore somewhat weaker.

The market for steel making irons is very quiet after last week's purchase in the Pittsburg district of 25,000 tons by one large interest for delivery during the last half, and of 10,000 tons by another large steel company. In the east one structural mill has bought 4,000 tons of basic pig and another has taken on additional tonnage.

The steel rail mills have booked about 20,000 tons more for this year.

The American Bridge Co. has thus far booked this month 60,000 tons of orders, the latest being 28,000 tons for the Hudson Co's tunnel terminal, and 10,000 tons for the New Trinity and North Trinity buildings. The Pennsylvania Steel Co. has secured the contract for a 4,000 ton bridge at Pierre, S.D.

Of interest to the plate trade is the contract for riveted water pipe for Brooklyn, just secured by the East Jersey Pipe Co. This will require 12,000 tons of 5-8 inch plates.

In the sheet trade the steady strengthening of the market is leading to the belief that an advance may be established at no distant date.

The domestic wire trade is rather quiet, as is usual at this time of the year. It is understood, however, that there is a very satisfactory export movement.

British Columbia Trade News

Vancouver, B.C., May 25, 1906.

A Wednesday half-holiday for Vancouver and New Westminster has been concurred in by nearly all the different classes of retail trade, excepting the hardware merchants. The latter have for years been leading in the question of a weekly half-holiday, and have for many seasons closed up on Saturday afternoons. Their reason for refusing to join in the Wednesday half-holiday and sticking to their old date is that on account of the building trades, the machine shops, mills, foundries, and in fact nearly every industry which requires hardware and fittings, it would be impossible to close up Wednesday afternoons without practically compelling a cessation the same afternoon for all the industries mentioned. On the other hand, the building trades nearly all observe Saturday afternoon. So do many machine works, etc., though the saw mills all run right through the week. It is therefore argued, with strong ground, that the Saturday afternoon is the better for the hardware men, and while the rest of the city merchants have practically agreed on Wednesday afternoons for the Summer months, the hardwaremen will not change.

* * *

Prince Rupert, the new northern coast terminal city, which is to spring into existence at the magic touch of G.T.P., is already placed on the map, is indications serve to show. The location so much talked of at last session of the Provincial Legislature, Kaien Island, which the G.T.P. purchased from the Government, is very likely to be the scene of great activities this season. The island, which is very close to the mainland, only a narrow channel separating, is close to Metlakatlah Mission on Tuck's Inlet, and being ten thousand acres in extent, there is quite a field for laying out a city, fully as large as the new terminus is likely to be for some years. The G.T.P. surveyors are already on the ground in force, and making headquarters temporarily at Metlakatlah, for the reason that there are some old buildings there which are being temporarily utilized. The activity is not being confined to surveyors alone. A large saw mill is being erected, and W. D. Hays, brother of the general manager of the G.T.P. Railway Company, is head of the new concern. It was stated some time ago that this mill had been given the contract for a very large quantity of ties and railway timbers, and the announced intention is to get the plant installed and begin work at as early a date as possible. If the surveying of the townsite is proceeded with this Summer, there will be a rush to the place, for an enormous number of inquiries and much prospecting has been done by people from all over Canada anxious to get in on "the ground floor" in the making of the new city.

* * *

While last week J. J. Hill and associates in various parts of the west were making interesting announcements as to their intentions in respect to building a new line in the west, and more especially respecting the finishing up of their V.V. & E. line, coupling up the coast with the interior by direct route, their engineering staff was busy with preliminaries for getting their line to the water-front in Vancouver. It has long been an open secret that the Great Northern had bought considerable valuable property on the harbor front, east of the C.P.R. docks. While it has been officially confirmed that the Vancouver Engineering Works site and wharf have passed into the railway company's hands, the larger portion, the Hasting's mill site, has never yet been admitted to have passed. Other water-front has also, it is understood, been bought up. This week surveying parties are running lines and getting gradients to make a final decision as to the route to the deep-water frontage of the harbor. At present Mr. Hill's road gets in over the V.W. & Y. line from New Westminster, but has no terminus on the harbor front. To connect up this present line, and also to provide for the line to the projected bridge across the second narrows, is the problem this week being solved. Chief Engineer Stewart, of the Great Northern, is here superintending the work. Mr. Hill is expected to arrive shortly, and meantime the final lines will be run, and the plan submitted for his ratification when he reaches here.

* * *

The millmen are this week resting from their labors, insofar as the price list is concerned. While further increases, making a fourth in the year, are occasionally rumored, the present indications are that the season will proceed with no more changes. The mills are now nearly all running night and day, and logs are still hard to get and very high in price. The operators also say that labor for both logging camps and mills is higher priced this year. In the mills, the shortage in the number of Chinese and Japs is being felt by some. But the cannery season approaching has always had its effect in taking off both classes of Orientals, the Chinese being all operatives in the canneries, while the Japs are fishermen. For the short fishing season the returns are often very remunerative, and the Orientals follow the dollar.

WELSH TIN PLATE SITUATION.

David W. Williams and G. W. Prees, U.S. consuls at Cardiff and Swansea, report that practically all the tin mills in Wales will be shut down during the first week in June. Their letters describe the depressed tin-plate trade as follows:

It has been the custom to allow a holiday week in many of the mills some time in the midsummer, but the present depression in the tin-plate trade has caused the masters and men of all the organized mills to hasten the holidays by six to eight weeks. The depression at this time has resulted in closing over 97 of the mills that were running at the beginning of the year, which has already reduced the production by about 25 per cent. Of the other mills, the majority are now running on day to day notices.

The depression is of such a character that it is discussed very generally, and all sorts of views are expressed. Some seem to see in it only the result of overproduction, and the measures now resorted to are based in part on that assumption. It is generally conceded, however, that the increase in the price of materials, and of block tin in particular, the loss of the Russian trade occasioned by the disturbances in the oil fields of that country, and the levying of discriminating tariffs by many foreign countries, are affecting the trade very materially.

The loss of the Russian market has alarmed the trade, for it has revealed what may happen in case other markets may be lost. The possibility that Japan may enter the trade is already exciting some apprehension, and the effort to build up the tin-plate industry in Canada must affect the Welsh trade injuriously. It is felt, also, that the repeal of the American rebate on tin plates would wipe out the entire American trade, which has been gradually disappearing ever since the McKinley tariff was levied. Much of the rebate is now received by a few large corporations, and it is this fact that occasions the belief that the rebate may be abolished. It may be noted also that the high price of block tin is affecting other industries in Britain, especially those interested in art-metal ware into which tin enters.

Hardware and Metal Conditions in Manitoba.

Market quotations corrected by telegraph up to 12 a.m. Friday, June 1, 1906.)
Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Fluctuations.

Pig Lead—Advanced 25c. per cwt.
Churns—Advance in list.

Business is still very active, the turnover in the wholesale trade being considover in the wholesale trade being considponding month last year. Prices are steady in nearly all staple lines, the only quotable changes being those noted above.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Our quotations are as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE—Retail competition continues very keen. Jobbing prices are as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02· 12. $3.10· 13, $3.20· 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes. No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—Revised list and discounts are now as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ½, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—The list on "Irwin" auger bits is now the same as on common bits. Discount on "Irwin" is 47½ per cent., and on the common bits 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES — The price is now 1¾c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 p.c.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—The price of solder is firmly maintained at 25c. per lb. owing to the present scarcity of tin. Block tin is quoted at 45c. per lb.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Price has been reduced ½c. per lb. Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC. — We quote as follows: Cartridges, Dominion R.F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33½; C.F., pistol, 5 p.c.; C.F., military. 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.00; chilled, $7.50; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—We quote: Bar iron (basis), $2.70; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50· tool steel, Black Diamond, 100 lbs., $9.50; Jesson. $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The price is steady at the recent advance to $5.00 per cwt. for small lots, with a reduction of 25c. per cwt. on ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are steady. We quote: Silver

Star, per gal., 21½c.; Sunlight, 22½c.; Eocene, 24½c.; Pennoline, 25½c.; Crystal Spray, 24½c.; Silver Light, 22½c.; Gasoline, 70-72 (engine), 25½c.; in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE Quotations are: While lead, pure, $6.75; bladder putty, in bbls., 2½c.; in kegs, 3¾c.; turpentine, pure, in barrels, $1.07; less than barrel lots, $1.12; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

Nova Scotia Trade News.

Halifax, N.S., May 29, 1906.

Ingot tin is soaring and the jobbers do not know when the ever increasing advance is going to stop. It is now quoted here at 50c., and it is expected that it will go still higher. Last Fall the same article was quoted here at 32c. and 33c. One cause of the advance is said to be due to the heavy increase in the price of pig tin. Zinc is quoted at 8c. for casks and 8 1-2c. for less. There is a drop of 5c. on turpentine. It is quoted at $1.00 for casks and $1.05

RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

MUNRO WIRE WORKS, Limited

NEW GLASGOW, N.S., AND WINNIPEG, MAN.

E-Z FLOOR STAIN

BEAUTIFIES YOUR FLOORS

AND

MAKES OLD FURNITURE NEW

EASY TO APPLY. QUICK TO DRY.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON WINNIPEG

We Manufacture in Winnipeg:

Metal Shingles, Sidings and Ceilings, Corrugated and Plain Round Conductor and Eavetroughs in 10 ft. lengths, Metal Windows, Cornices, Skylights.

WINNIPEG CEILING & ROOFING CO., - - Foot Scott St., Fort Rouge

TELEPHONE 2845

DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods:—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

PILKINGTON BROS., LIMITED

(WORKS: ST. HELENS, ENGLAND)

BRITISH PLATE AND WINDOW GLASS

ALSO

Wired Rolled — Wired Polished Plate — Prismatic Glass

Figured, Rolled and Cathedral — Rolled Glass

Muffled, Obscured and Enamelled Glass — Plain and Bevelled Mirrors, etc.

Prices on application. FULL STOCK IN OUR WINNIPEG WAREHOUSE.

OFFICE AND WAREHOUSE: 157 MARKET ST., - - - WINNIPEG, MAN.

P.O. Box 164. Telephone 3271.

Also Montreal, Toronto and Vancouver

METAL SHINGLES ARE SURE SELLERS

Wood is too friendly with fire to be on the roofs of houses. Consequently

METAL SHINGLES

are in great demand. Besides resisting fire, they are rain-proof, snow-proof, lightning-proof.

A man in your town, say, is building a house What is to hinder you getting after a Metal Shingle order? Give the owner the insurance argument, the "fifty-years wear" argument. If he says to see the contractor, give that gentleman the "future" argument—That if he recommends wood shingles and trouble arises (as it is sure to) he will reduce his chances for getting contracts



ASK US TO SEND YOU PRICES

METAL SHINGLE & SIDING CO., Limited

PRESTON, ONTARIO

for less. Wire nails have also taken a drop, they being quoted at $2.15 f.o.b. Halifax. The object of this cut of the local dealers is to hold the Cape Breton trade. Upper Canadian firms at this season of the year secure very cheap freight rates, and the Halifax jobbers have to make the price very fine to compete with them. It is stated that an effort is now being made to straighten the matter out. Cut nails are selling at $2.40 base. There is a good demand now for haying tools, such as rakes, scythes, schaths, scythestones and grindstones.

The firm of H. H. Fuller & Co. have just received an order from Ireland for poll picks and handles. This is probably the first time that a hardware firm in this province has received an order from that part of the world. A prospector of Schull, Ireland, wants two dozen of the picks, which are of a special make and handled only by this firm. It is thought that the prospector must have at some time visited Halifax to become acquainted with the picks.

Trade on the whole is very good and collections are up to the average.

The mining outlook at Wine Harbor, N.S., is exceedingly bright. The old provincial gold mine has been taken over by new hands and is to be developed under the management of J. Owen Jones, a mining and civil engineer, with several years experience in Australia and other western countries. The possibilities are that the whole of the Wine Harbor district will come under the same management.

William Creelman, of Truro, N.S., who is part owner and manager of the Six Mile Brook Copper Co., is confident of the ultimate success of the mine, and says that some of the assays have been as high as 15 per cent. The company is waiting for the completion of the smelter at Picton to start operations.

The Dominion Iron & Steel Co. are developing a new limestone quarry at George's River. They also intend to operate on a large scale this season, their dolomite areas.

The Robb Engineering Co., of Amherst, are having an extremely busy season. Within two weeks they have sent eight carloads of machinery to Western Canada, three to provincial points, engine and dynamo for the City of Moncton, and a portable saw mill to George's River. They have also received an order for a 125 H.P. Robb-Armstrong Corliss engine from the Logan Tanning Co., of Pictou.

L. F. Le Moine, electrician, of New Glasgow, has just finished installing electric signs for ten of the largest firms in Truro. These signs are constructed as to be valuable for both day and night time, and are very effective.

Percy J. White, the gold prospector, has returned to Guysboro, and it is understood will start work in the vicinity of the Fifteen Mile Stream territory in quest of the precious metal.

A BUSINESS MAN IN POLITICS

The new leader of the Liberal Party in Manitoba.

In the Manitoba Legislature the farmer and the lawyer have been the classes most numerously represented and the classes whose influence has been most felt. Hon. R. P. Roblin, the present Premier, is a farmer; his erstwhile opponent, Hon. Thos. Greenway, for many years Premier of Manitoba, is a farmer; Hon. Hugh John Macdonald, who led the Conservative party from the cold shades of Opposition to the Government benches, defeating the Greenway Government, is a successful lawyer; and Hon. C. J. Mickle, who has led the Manitoba Opposition during the last two sessions, is a member of the legal profession. The business men have scant representation in the Legislature. Hon. J. T. Gordon was minister without portfolio in the Roblin Government for a short time, but he resigned because of the pressure of business. Hon. Robert Rogers might, perhaps, be classed as a business man, but



Edward Brown.
Leader of Liberal Party in Manitoba.

if so, he is the only man of his class in the present cabinet.

Business men, merchants, country storekeepers will be interested in the political career of Edward Brown, no matter what may be their own political opinion; and in Edward Brown they have a representative of their class of whom they have every reason to be proud.

It may be taken as axiomatic in these days when the Canadian West is at last coming into its own in the estimation of the general public, that the West offers exceptional opportunities for advancement, and to the progress of the newer Canada Mr. Brown may rightly ascribe a good part of his striking success in business; but it is not every man who succeeds as Mr. Brown has succeeded, and there are very few men who at 41 have become as wealthy as Mr. Brown and have attained to the highest gift in the bestowal of their provincial party. These results show the character and ability of the man.

Like so many others in Manitoba, Mr. Brown was born in the County of Bruce in Ontario. In truth, the two counties of Bruce and Huron were the first to people Manitoba extensively, and each has given the Manitoba Liberal party a leader. Hon. Thos. Greenway belongs to the County of Huron and Edward Brown to the County of Bruce.

In 1888 Edward Brown, in partnership with his brothers, was managing a general store in Paisley, Ont., but, fortunately for them, the Brown brothers caught the Western fever and moved west, finally locating in Portage la Prairie, where they bought the business of Geo. Craig & Co., the same firm who own a dry goods store in Winnipeg at the present time. The three Brown brothers made a strong business combination, and although unqualified success did not come to them immediately, they were sure to win out eventually. As the years went by each developed his own particular talents. Edward Brown became the financial head of the firm, James Brown devoted particular attention to the management of the retail store, and, as the interests of the firm were varied and by no means confined to the retail store business, Adam Brown took charge of the horse and live stock end of the firm's interests. But, while it was as the financier of the firm that Edward Brown made his mark and achieved his most conspicuous successes, he nevertheless kept in very close touch with the management of the retail business, and he recently assured the writer that he has always been a close reader of at least two of the MacLean trade newspapers—The Canadian Grocer and The Dry Goods Review.

From the first year of his arrival in Portage la Prairie, Edward Brown has been a conspicuous figure in the municipal life of his town, and his townsmen say that to write the municipal history of "Portage" would be to tell the story of Edward Brown's career there. For a number of years he has been mayor by acclamation, and in the municipal field he has gained the political experience which should stand him in good stead in his struggles in the wider provincial arena.

THE MAN BEHIND.

There's the man behind the gun,
And the man behind the loom;
There's the man behind the stove,
And the man behind the boom;
There's the man behind the bank,
And the man behind the till;
There's the man behind the club,
And the man behind the quill;
There's the man behind the horse,
And the man behind the cow;
There's the man behind the hoe,
And the man behind the plow;
There's the man behind the fist,
And the man behind the curse;
There's the man behind the pick,
And the man behind the hearse;
There's the man behind the jokes,
And the man behind the rhymes;
But I'd rather be behind them all,
Than the man behind the times.

—The Hustler.

SPORTING GOODS TRADE.

The sporting goods business has opened up with more than its wonted vigor this Spring, and in those things that the hardwaremen handle in this line there are not a few improvements.

The Marlin people have out a new, small game rifle of the magazine style, capable of holding sixteen 22 calibre bullets. This new model has a slide under where the barrel and stock are joined, that is used in ejecting and reloading, instead of the under lever that has formerly been used in these arms. While the slide is by no means a new thing, but has been used on the Winchester rifles for some time, the idea as adopted by the Marlin company has some new points of merit. The action of the rifle is very quick, and a boy armed with it could work great destruction among a flock of sparrows.

From the demand that baseball goods are having this Spring, it would seem that its popularity is increasing more than ever. There is scarcely anything that can be called new, with the exception perhaps of a body protecter for boys which is sold at a lower price than the usual size. In the equipment of boys' clubs the protecter ought to meet with more than ordinary sales. There is nothing so appeals to a boy as do baseball goods, and a window tastefully dressed with them in the Springtime is a sure trade winner.

It is early yet for football in the cities, but in the country this game is played the year round. The Thomlinson, which has enjoyed such popularity for many years, will still be largely used in 1906. Another ball out this year is called the Zug, and is sold by the Harold A. Wilson Co., Toronto. The Zug is said to be indestructible by reason of the specially manufactured leather from which it is made. Water is claimed to have no effect on it; not even boiling water. The explanation of this is that in the process of manufacturing, the gelatine in the hide becomes oxidized, and therefore makes the leather impervious to water. The McGregor football is still to the fore in popularity. This is the ball which is used in the international games between Scotland and England.

In sweaters and football shirts, the English style is becoming popular in Canada. These are made in two colors, not interwoven, but straight half and half. One sleeve may be white, the other green. The body of the shirt is the same, and even the collar shows a separate color on each side. A new football goal net made by Brodie is out this year, and ought to save a multitude of disputes in scoring.

For the fisherman there are also some nice things this year. The Dowagiac floating minnow is so gotten up that it is guaranteed to deceive even the elect among the finny tribes. These minnows float on the surface of the water, and at the points of the head and the tail are revolving wings of bright metal to attract attention. They are said to be sure decoys.



The Rainbow rod, of American make, handled by the Warren Sporting Goods Company, Toronto, is a new hollow steel rod made for both bass and trout, and will no doubt fill the bill for those who like a steel rod.

Allcock, Laight & Westwood, Toronto, are introducing a new line of bait casting rods in two and three joints, made by themselves in lancewood and greenheart; and in reels are showing the aluminum Ariel, which they claim is the fastest spinning reel made. Take-a-part is the name of another new reel selling well, it being made from German silver. In bait a novelty in the shape of a rubber mouse is particularly attractive to pike, pickerel, longe and bass.

Taken altogether, no season has ever opened up with better prospects in the sporting goods business than has this year. Mercantile houses have their ball and yachting clubs, and the spirit of outdoor sport seems to have taken hold as never before. All the lines mentioned here can be carried by the hardwaremen, and usually return a good profit, besides giving a bright up-to-date appearance to any store.

JEFFERSON'S TEN RULES.

Never put off until to-morrow what you can do to-day.

Never trouble another for what you can do yourself.

Never spend money before you have earned it.

Never buy what you don't want because it is cheap.

Pride costs more than hunger, thirst and cold.

We seldom repent of having eaten too little.

Nothing is troublesome that we do willingly.

How much pain the evils have cost us that have never happened!

Take things always by the smooth handle.

When angry, count ten before you speak; if very angry, count a hundred.

It is reported that Port Burwell is the possible location for the new smelter for the Hamilton Iron & Steel Company.

FOUNDRY AND METAL INDUSTRIES

The Canadian Westinghouse Co. have just completed the largest generator manufactured in Canada. It is for the British Columbia Electric Railway Co. of Vancouver.

E. Cowper Thwaite, of London, Eng., has purchased the Mallery mineral claims on Howe Sound, B.C., for $250,000.

A meeting of the directors of the Dominion Iron and Steel Co. has been called for June 6th, when, it is understood, reorganization plans will be discussed.

The Northern Iron Works, Winnipeg, have purchased 25 acres in the suburbs of that city upon which they will erect a new plant.

The Central Foundry Co. will commence at once to fit up buildings in Port Hope for their new plant. They will install machinery to the cost of $75,000, and employ 25 men the first year.

The Canadian McVicar Engine Co. will establish a plant in Galt to make gas and gasoline engines. A. W. Wright, president of the American Abel Co., is president of this company.

The Canadian Westinghouse Co. have secured a contract to supply the Montreal Street Railway Co. with equipment to cost $130,000. Fifty sets of air brakes are included in the order.

The Ontario Iron and Steel Co. have concluded the purchase of 60 acres of land at Welland for their new plant.

The Chapman Ball-Bearing Co. have purchased land on Sorauren ave., Toronto, for a new plant.

The Minister of the Interior has ordered an investigation of the iron ore resources of Canada.

The Saskatchewan Government will erect a $200,000 steel bridge at Battleford.

IRON IN MUSKOKA.

A valuable iron deposit is said to have been found in Muskoka by J. B. Brown, Crown Lands agent, John Anticknop and Lou Pelletier, who have secured mineral rights to 900 acres, and samples that have been smelted have produced the best of foundry iron. The deposit of ore, which is wholly on the surface and runs down to a depth of about five feet, is found in Oakley township. It is easily obtainable so far as mining is concerned, but at present there are no transportation facilities for getting it out, but if the Bracebridge & Trading Lake Railway goes ahead this difficulty will be overcome. A company will probably be formed to take the matter up.

The Problem of Paint Selling Is No Problem At All—Handling the Best Paint, a Paint That Is Known and Recognized Everywhere as the Highest Standard of Quality, and Pushing It Enthusiastically, is the Easy Solution.

Sherwin-Williams Paint, Prepared, is the best paint the dealer can handle. With his co-operation it easily solves the paint selling problem. Here's a few of the many reasons why:

S. W. P. is the best paint that can be made. The materials used in it are carefully selected and tested; the mills for mixing and grinding it are the most efficient devised; the men employed in its manufacture have spent a lifetime in good paint making.

S. W. P. is known and recognized universally as the standard of paint excellence. It has a record of forty years of honest paint making behind it. Its name stands for the best in paint value.

S. W. P. moves rapidly from the dealer's shelves. The strong advertising and selling helps *The Sherwin-Williams Co.* gives their agents creates a strong demand. The agent has every advantage and is offered every aid to go after the business, get it, and keep it.

S. W. P. spreads farther, wears longer, and looks better than any other paint, and costs no more than good paint should cost. It makes money for both dealer and customer and gives lasting satisfaction.

If you have had trouble with the paint selling problem, we have a good proposition that will solve it for you. Write us today.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
Canadian Headquarters and Plant: 639 Centre Street, Montreal.
Warehouses: 86 York Street, Toronto; 147 Bannatyne St. E., Winnipeg.
1614

THE ANTIQUITY OF IRON.

Nothing is known of the origin of the smelting and forging of iron. The oldest piece of iron known to be in existence was discovered wedged between two stones in the pyramid of Cheops, which was built about 3,000 B.C. A thousand years previous to the construction of this pyramid, an Egyptian king, the oldest monarch known to history, changed the course of the Nile by erecting dams of stone. The erection of these great dams without the use of iron and steel tools, and great numbers of workmen skilled in their use, would have been impossible, so that the working of iron antedates written history many centuries.

The theory that the earliest iron implements were made of metal obtained from meteors, is hardly tenable, as only about 650 meteors have been found on the earth within the knowledge of man. It is supposed that the prehistoric forgemen smelted their iron by melting the ore in a wood or charcoal fire, and then hammering the spongy product obtained into the desired shape.

The first great advance in the manufacture of iron was the employment of an artificial air blast to maintain and regulate the fire. Sculpture on the walls of a tomb erected at Thebes 1,500 B.C., shows that the Egyptians utilized an artificial blast. The picture shows a conical vessel suspended over a fire, which was fanned by a bellows consisting of two leather bags with a clay pipe extending down to the fire for conveying the air. Standing upon the bags, the operator pressed each alternately, closing with his heel, the hole in the top of the bag for admitting the air. When the air was exhausted, the operator removed his foot and opened the air-hole by pulling a string.

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TACKS
WIRE

Prompt Shipment

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Limited.
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MACHINERY STEEL

IRON FINISH
SINGLE OR DOUBLE REELED
COLD ROLLED

Large assortment in stock.

Close Prices for Import.

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MONTREAL.

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Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

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Manufacturers of
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BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

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BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Salt Glazed Vitrified



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PAINT, OIL AND BRUSH TRADES

READY MIXED PAINT BEST.

The conscientious architect owes it to himself no less than to his patrons that he should understand the subject of paint at least superficially, says the National Builder. To go to the bottom of the subject is scarcely possible, since technical experts as yet agree on very few points connected with it. They are practically agreed, however, in condemning precisely the practice still adhered to by the majority of architects. What this practice is every one who is familiar with current specifications understands; two or three coats of lead and oil tinted to the desired color, the actual preparation of the paint being left largely to the discretion of the contracting painter.

The long series of exhaustive experiments conducted by the Pennsylvania Railroad, under the supervision of Dr. Dudley, have proved as conclusively as any fact can be proved, that pure pigments of the basic type do not make satisfactory paint, while Mr. Job, chief chemist of the Reading Railway, has also clearly demonstrated the fact that fine grinding of pigments and intimate incorporation of the various ingredients of a paint determine to a large degree its durability.

These two controlling factors—fine grinding and intimate union—are precisely the two conditions necessarily wanting in a hand-mixed paint. The only form of paint in which they are pre-eminent is a properly made ready-mixed paint.

On the face of the matter no one would deny that this is the only logical form of paint. Given the same formula, there is no intelligent user of paint that would not prefer to leave the entire process of selecting, grinding and mixing of components, done under proper supervision, to a well equipped paint factory than to run the risk of accidental or intentional adulteration and necessarily imperfect combination in the paint shop. It resolves itself, then, into a question of the materials used in either case.

But, it has been pointed out, materials used in ordinary practice for contract work are not by any means the best available. While lead is a very useful ingredient in certain types of paint, it is not the only desirable ingredient. Both technology and paint manufacturing progress have left this antiquated practice far behind, except in architectural specifications.

Few large railway companies, agricultural implement makers or structural steel builders of the present day in any case tolerate a straight mixture of lead and oil in their work. Such specifications, where white or a tint is required, uniformly prescribe the addition of zinc oxide or other white pigment and some inert material to the white base.

The manufacturers of ready-mixed paints have followed far more closely than either the average painter or the average architect the progress of technical development in these lines, and while it is true that by no means all ready-mixed paints reach or are intended to reach the desired standard, yet, as a matter of fact, the average prepared paint put out by a reputable manufacturer, if fairly handled by the painter, will afford more permanent decoration and protection at a lower cost than the routine shop-mixed lead and oil.

NEW METAL POLISH.

"Autopolish" is the name of a new polish which the Francis-Frost Co., Toronto, have lately placed on the market for cleaning and polishing all metals, being especially recommended for brass, copper, aluminum, zinc, tin, polished steel, and steel knives, as it will not scratch the finest surface. The brasswork of railway and steamboat dining cars is said to offer the most critical test for a polish, and Mr. Francis states that in recent demonstrations the merits of "autopolish" have been proven, with the result that the latter is now a fixture with the railway and steamboat companies.

PAINTING AN OLD HOUSE.

In painting an old house much depends on the condition of the old paint on its walls. If pure white lead was used it can be brushed off; but if the old paint still clings here and there in scales it will have to be scraped off or have wire brushes used on it, says the Metal Worker. Then give it a coat of oil, using one gallon of turpentine and a pint of good drier to four gallons of oil. After this any remaining paint may be scraped off. Let the oil dry, then put on two coats of paint in the regular way.

A freshly painted room should not be closed up tight, but opened to the air and light. Paint with driers in it will not dry if corked up tight in a bottle.



"Say! that Elastilite of yours is great varnish, painters in our town will have nothing else."

The above is what a prominent hardware merchant told us in our office last week when placing a rush order for a further supply. If you haven't got the painters' trade in your town, try them on Elastilite. Send us the names of your painters and we will submit through you free samples for test.

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HIGH-GRADE FURNITURE and HOUSE VARNISHES

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OILS

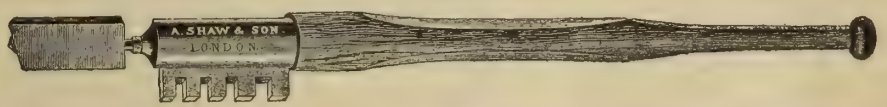
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Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

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Manufacturers of highest grade

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IN ALL PATTERNS.

Made only by thoroughly experienced workmen. 10 years as cutter and 16 years as chooser and setter being the experience of our head setter.

Canadian Agent, J. B GIBSONE, P.O. Box No. 478, MONTREAL.
From whom users of glaziers' diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

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It was not the "**ANCHOR**" name that first made

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famous. The paints made the **name** famous, because of their remarkable **selling** quality, consequent upon their remarkable **intrinsic** quality.

The only white lead used in them is **BRANDRAM'S B. B. GENUINE**, the world's standard for close on to two centuries. Think of what it means to you to have goods on your shelves backed with a reputation like that!

Are you now handling these paints? If not, let us tell you more about them.



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HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO., - WINNIPEG

Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 1, 1906.

Turpentine has now commenced to move quite freely, and lower prices are recorded. Stocks now in the hands of local dealers, however, came in for the most part at a higher rate, and holders are reluctant to meet the drop too quickly. Nevertheless, the inevitable must come, and prices will be shaded for delivery about June 10th.

Linseed oil is easier, owing to ample supplies. We are this week quoting prices somewhat lower, for boiled oil.

All lead products and paints in which lead largely predominates are exceedingly firm, and the tendency is to higher prices. General trade continues lively and everything points to a very busy June.

TURPENTINE—Receipts are in larger volume, and prices are consequently somewhat easier this week. Dealers are in no hurry to lower prices unduly owing to good stocks still in hand, which were purchased at higher prices. We are now quoting as follows: Single barrels, 90c. per gal.; 2 barrels or over, 89c. per gallon; for smaller quantities than barrels, 5c. extra per gallon is charged. Standard gallon is 8.40 lbs., f.o.b., point of shipment, net 30 days.

LINSEED OIL—Prices on boiled oil have declined slightly. We give the following prices: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c.

GROUND WHITE LEAD—Stiffer conditions prevail. Prices are steadily held at the following figures: Best brand Government standards, $6 to $6.25; No. 1 $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC—We give prices: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD—Prices are firmly held as follows: Genuine red lead in casks, $5.75; in 100-lb. kegs, $6; in less quantities at the rate of $6.75 per 100 lbs.; No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

GUM SHELLAC — We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The Old Country market continues to advance, but we still quote as follows: Firsts in cases, 8 1-2c; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—We quote following prices, which are subject to withdrawal or change: Barrels, 600 lbs., 19¼c. per lb.; kegs, 250 lbs., 19½c. per lb.; 50-lb. drums, 20c. per lb.; 25-lb. drums, 20½c. per lb.; 1-lb. pkts., 100 lbs. in case, 21c. per lb.; 1-lb. pkts., 50 lbs. in case, 21½c. per lb.; ½-lb. pkts., 100 lbs. in case, 23c. per lb.; 1-lb. tins, 100 lbs. in case, 22c. per lb. Terms 2 per cent. 30 days.

GASOLINE—Price has risen of late, and ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at the advanced price of 24c. in bbls.

WINDOW GLASS—Forward buying has now practically ceased and it is for the most part merely a question of getting deliveries. This problem is accentuated by the strike of Montreal carters. Prices are somewhat uneasy, and are subject to an early revision. We quote: First break, 50 feet, $2.10; second break, $2.20; first break, 100 feet, $4; second break, $4.20; third break, 100 feet, $4.75; fourth break, 100 feet, $5; fifth break, 100 feet, $5.25; sixth break, 100 feet, $5.75; seventh break, 100 feet, $6.25; eighth break, 100 feet, $6.50. Diamond star, first break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second do., $4.80; third do., $5.75; fourth do., $6.50; fifth do., $7.50; sixth do., $8, and seventh do., $9. Double thick, first break, 50 feet, $3.45; second break, $3.75; first break, 100 feet, $6.75; second do., $7.25; third do., $8.75; fourth do., $10; fifth do., $11.50; sixth do., $12.50; seventh do., $14; eighth do., $16.50; ninth do., $18; tenth do., $20; eleventh do., $24; and twelfth do., $28.50.

The Lake Superior Corporation have orders ahead for steel rails to run them ten months.

EXTRACTS FROM

"The Triumphant History of ARK BRAND PAINT"

"Pressed" praise is valueless. "Merit" praise is valuable. But there's mighty little of the latter going around. Here are extracts from two letters recently sent us by persons we had never seen nor heard of before:

No. 1—"Six years ago I painted three dwellings with 'Ark Brand' Paint; and when I think of the results of that job I am proud of your paint and my work."

No. 2—"The folks here are in love with my new home—say that if it's a sample of what 'Ark Brand' will do, that's certainly the paint to get."

After you have sold "other" paints a while you may get "tripped up" on quantity or quality or get surprises in price matters.

Not so with "Ark Brand" Paint. The **quality** is a foundation stone that never moves. The **quantity basis** is a tower of truth held together by honesty. The prices are the "light of fairness," guiding you to trade.

CANADA'S BEST—ARK BRAND—FOR YOU.



THE FRANCIS-FROST CO. LIMITED
TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

BERRY BROTHERS, Limited

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.



COMPARE THE PAINT SERVICE TO-DAY WITH WHAT IT WAS BEFORE THE **CANADA PAINT COMPANY** WAS INCORPORATED. IT SPEAKS FOR ITSELF.

THROUGH THE POST OFFICE, HUNDREDS COMMUNICATE WITH THE **CANADA PAINT COMPANY** EVERY DAY, HUNDREDS MORE BY TELEGRAM AND TELEPHONE. STILL MORE THROUGH OUR "INTELLIGENCE DEPARTMENT," VIZ., OUR TRAVELLERS. THE FACT OF THE UNIVERSALITY OF THE PRODUCTS OF THE CANADA PAINT COMPANY IS UNQUESTIONED, AND ALL THEIR BRANCHES ARE **BUSILY BUBBLING** WITH **BUOYANT BUSINESS.**



TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 1, 1906.

Turpentine is again weaker and has shown a marked lowering in price, as mentioned in our last report. The Florida crop has shown up in better proportions than was expected and it is likely that the market from this on will be a little easier.

Linseed oil is also weaker and we quote a cent lower than our last quotations. The demand keeps steady and although there might still be some fluctuation the indications are that prices will not vary much either way, from present quotations.

Paris green shows no tendency to come down any.

Ready mixed and dry colors are being sold in increasing quantities, some popular lines being sold out of stock.

TURPENTINE—Single barrels, 92c., 2 to four barrels 91c., f.o.b. point of shipment, net 30 days. Less than barrels, $1.00 per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11½c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11½c; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS — Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 8½c to 9c. per lb., and 10c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM—We quote: Canadian, $1.38; Pennsylvania, $1.64; Ohio, 98c.

WHITE LEAD — Ex Toronto, pure white, $6.30; No. 1, $5.92½c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; ½c. per lb. extra will be charged for 12½-lb. packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 560 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7½c.; No. 1, in casks, 6c.; in 100 lbs., 6½c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12½ lbs., 8½c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN—Canadian Government standard, 600-lb. barrels, 19 1-4c.; 250-lb. barrels, 19 1-2c.; 50-lb. drums, 20c.; 25-lb. drums, 20 1-2c.; 1-lb. packages, 21c.; 1-2 lb. packages, 23c. Berger's English from 1 to 2 cents higher.

SHELLAC VARNISH — Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 58c.; 5 to 9 barrels, 56c.; boiled, 1 to 4 barrels, 61c.; 5 to 9 barrels, 60c. Toronto, Hamilton, London and Guelph, net 30 days. Advance of 2c. for delivery to outside points.

PAINT BRUSHES.

In selecting a genuine bristle brush, we are told to pull out a few of the centre hairs and hold them in a flame, says the Paint, Oil and Drug Review, and if genuine they will curl and act like burning hair, if otherwise, they will burn into ashes. This will not always work, for the makers of bogus bristles have it down so fine that the false bristles will act in the same manner. Not long ago when a brush was tested in this way, the bristles acted, when a blaze was applied to them, exactly like genuine bristles. The brush was composed largely of bogus material, and was not even represented as a genuine bristle brush. The best way is to drop a few hairs on a hot stove lid and notice the odor. There is nothing similar to the odor of burning hair or bristles. Feathers come the nearest, but there is still quite a difference. It is not bogus bristles that the painter need fear so much as a poor quality of genuine bristles.

Bristles and hair are like all other organic products. There are three natural grades, good, bad and medium. It is evident that the bristles and hair taken from animals which have died of disease are not so good as that cut from the living animal, or taken from the hides of animals which have been killed. Again, the age and condition of the animal from which the hair has been taken will account for the texture of the hair. The season of the year should also make a difference. To say nothing of the few bristles that have lost their elasticity, which may be found in what is called a first-class quality of bristles, and which would take up too much time to pick out one by one, there is no doubt that there is much bad hair mixed in purposely, in order to meet an ever-prevailing demand for cheap brushes, to supply that part of the brush trade outside of the painting business, who demand a genuine bristle brush, but it must be cheap.

The appearance of these brushes sells them. They are finished quite as well as a brush costing double the amount, but when it comes to working with them the difference between one of them and a good bristle brush is soon manifest. The bristles having no elasticity, bunch up, and the whole brush has the appearance, when filled with paint, of being made of so many rat tails. They will spread paint after a fashion, of course, and the people who use them, having never used any others, perhaps, think they are all right, consequently they have a large sale.

MANY OF THE BEST ARCHITECTS ARE SPECIFYING

Stanley's Ball-Bearing Hinges

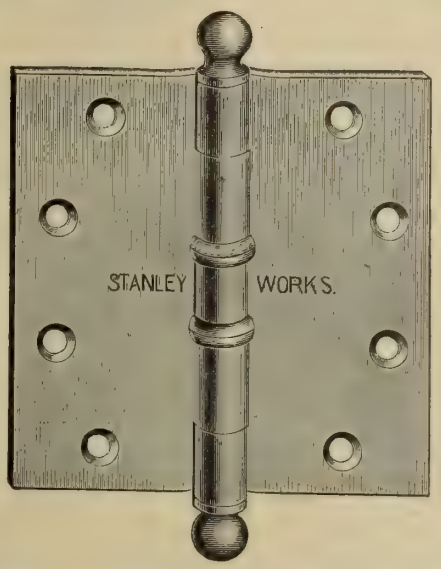
FOR ALL THEIR IMPORTANT WORK.

DEALERS SHOULD HAVE THEM IN STOCK.



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FULL SIZE

IT IS SO CONSTRUCTED THAT IT WILL NOT COME APART IN USE



MADE IN WROUGHT BRONZE AND STEEL

ARTISTIC BOOKLET ON APPLICATION.

THE STANLEY WORKS, New Britain, Conn.

FOR SALE BY LEADING JOBBERS.



Roof Paints Mean Business

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March 8/07
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Cut Book No. 52
P. 13
Barn

Have you a good line of Barn Paints?
Let us show you

Ramsay's Outside Paints

They sell at $1.00 a gallon, and that leaves you a handsame profit.

See our show card with our favorite Red No. 108—the correct thing for barns, roofs, bridges; also our Rubber Roofing Black.

See the price—see the profit.

Easy to sell—no unnecessary talk.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

JUST IN TIME

We know you want an opportunity. We know you are dissatisfied with your present sales.

So we come to your rescue with the "Big Four:"

Brant-Lac
Brantine Oil Finish
Ironite
Turpentine Shellac

BRANT-LAC has swelled the sales account of hundreds of hardwaremen.

BRANTINE OIL FINISH is a "dandy" Interior Wood Finish.

IRONITE as a Varnish Floor Finish has sprung into fame.

TURPENTINE SHELLAC is the most reliable **First-Coater** to be had.

Now, order.

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed
Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

A mica factory will be erected at Hull, Que.

The Dominion Bridge Co. will erect a plant at Winnipeg.

The Canada Furniture Co., Walkerton, will enlarge their premises.

Ottawa will spend $100,000 in extending its waterworks system.

W. H. Gardiner is equipping a sash and door factory at Edmonton.

Elora ratepayers carried a by-law to lend $3,500 to a furniture concern.

The Canada Leather Co., at Verdun, Que., was damaged by fire to the extent of $3,000.

J. P. Hall, of Willow City, N.D., will establish a soap factory at Saskatoon, Sask.

Chatham ratepayers will vote on the loaning of $75,000 to the Keystone Sugar Co.

The Ham & Nott Manufacturing Co., Brantford, will make large extensions to their plant.

The Glengarry Mills Company, of Alexandria, will build an elevator and chopping mill.

A company known as the Jackson Visible Typewriter Co. will establish a plant at Hamilton.

The Fowlers' Canadian Co., Hamilton, will increase their factory premises by a $10,000 addition.

The Quatsino Power & Pulp Co. will erect a $200,000 pulp mill on the north end of Vancouver Island.

The Canada Flax & Fibre Co., of Montreal, will build a flax mill and elevator at Milestone, Sask.

The Canada Carriage Co. will erect a three-storey addition to their works at Brockville, to cost $20,000.

The Town of Fort William asks for tenders for developing Loch Lomond water supply, including dams, reservoir, etc.

The London Cement Brick Machine Manufacturing Co. will build a large brick factory to accommodate their works.

The Bank of Ottawa, Parry Sound, offers for sale 67 square miles of timber limit on the Georgian Bay with a new mill upon it.

The Grand River & Western Power Co., of Brantford, are seeking incorporation with a view to generate power from the Grand River.

The Bachus-Brooks Co., Minneapolis, have purchased the limits of the Keewatin Lumber Co. in Northern Ontario and will erect large mills.

The Imperial Oil Co. will erect a distributing warehouse at Boissevain, Man.

E. C. Perry, of Minneapolis, will establish a biscuit factory at Calgary.

The Ontario Government has accepted J. R. Booth's tender for a pulpwood area near Montreal River. He pays a bonus of $300,000, and 40 cents a cord for spruce cut, and 20 cents a cord for all other woods.

Excavation work has begun on the site for the new Guarantee Company of North America building on St. James street, Montreal. C. E. Deakin is the general contractor, and the fireproofing will be done by the Roebling Construction Co. of Buffalo.

The new steamer Tricolor, which was constructed on the Tyne for the Dominion Iron & Steel Co., has arrived in Sydney harbor and will be used in the Wabana ore trade. The Tricolor enjoys the distinction of being the largest single deck steamer afloat.

Companies Incorporated.

The Ontario Iron & Steel Company has been incorporated under Ontario charter with a share capital of $500,000 for the purpose of manufacturing, smelting and dealing in iron, steel and other metals. The provisional directors are David Muhlfelder, Joseph L. Steefel and W. M. German, with head office at Toronto.

BUILDING NOTES.

Carnduff, Alta., will build a six room school.

The G.T.R. will build a new station at Paris.

The Oddfellows of Ottawa will build a new hall.

Berlin will expend $13,000 on sewer extensions.

Ottawa will have a separate school to cost $60,000.

A flour mill will be erected at Swift Current, Alta.

Cardstone, Alberta, will have a $10,000 court house.

Brampton, Ont., will have a $10,000 Carnegie library.

Glenvilla, Man., Presbyterians will erect a new church.

McDougall & Secord will erect a brick block at Edmonton.

J. F. Scholtz, of Stratford, will erect a brick whip factory.

Wm. Farrell will build an apartment house in Vancouver.

J. I. Case & Co. are erecting a $25,000 warehouse in Calgary.

O. C. Ross, of Minneapolis, will build a theatre in Edmonton.

Richmond, Que., will expend $25,000 on a waterworks plant.

W. O. Benne, of Stratford, will erect a $10,000 office building.

Tenders are asked for a new house of refuge at Cornwall, Ont.

Charles Ogilvy will build a store in Ottawa to cost $40,000.

RETURNED
JUN 4 - 1906
To Mutual Office
Cut Book 5-1
page 12



WROUGHT PIPE

These are the Plumbers' busy days. Are you prepared to take care of his wants in both BLACK and GALVANIZED PIPE? If you have not already ordered all sizes no time should be lost in getting your stock well assorted, and when ordering we would like you to specify "M.R.M." brand. The material used in the manufacture of this brand of Pipe is the best adapted to the purpose. Every length is tested under high pressure; carefully inspected for imperfect threads, etc., and as a result can be depended upon. Every bundle bears tag with our trade mark.

TRADE M. R. CO. MARK

THE MONTREAL ROLLING MILLS CO.



OAK-CABINET

Given away FREE of charge with an order for six half-dozen Razors as illustrated above.

May be had through all leading wholesale hardware firms.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

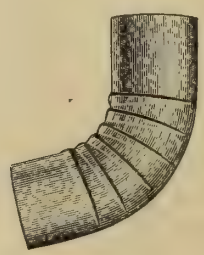
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

All Saints Congregation, Peterboro, will erect a new church.

K. G. Ross, of Lancaster, Ont., asks tenders for a new school.

The Bell Telephone Co. will build an office building at Calgary.

W. H. McAuliffe, of Ottawa, will build a residence to cost $11,000.

The Men's Own Institute, Winnipeg, will erect a $30,000 building.

Portage La Prairie, Man., will spend $15,000 on school extensions.

The Union Bank of Canada will erect a building in Yorkton, Sask.

Dixon Fells will build a Swiss chalet hotel at Capilano Dam, B.C.

The Methodists of North Bay, Ont., will spend $26,000 on a church.

A site has been purchased for a $45,000 R.C. school at Edmonton.

Stewarton Presbyterians, Ottawa, will build a church to cost $28,000.

Knox Presbyterians of Stratford will build a $18,000 Sunday school.

St. George Anglican congregation of Hastings will build a $4,000 church.

Three hundred new houses will be erected at Toronto Junction this year.

Thos. W. Watkins will erect a six story departmental store at Hamilton.

D. Smith, architect, Winnipeg, asks for tenders for the Codville-Georgeson block.

The British-American Brewing Co. are erecting a bottling works at Essex, Ont.

The Alberta Pacific Elevator Co. will erect a 500,000 bushel elevator at Calgary.

The Berlin Robe and Clothing Co. will build a three-story addition to their factory.

J. P. Beauchamp & Co. will erect a business block at South Qu'Appelle, Sask.

The Imperial Bank will double the size of its building in Calgary and add stores.

The Church of England, Hamilton, will erect a new edifice in St. Stephen's parish.

The Tecumseh House, London, will have improvements to the extent of $25,000.

Holy Trinity congregation will erect a church at Pembroke, Ont., to cost $15,000.

The Northwest Travelers' Association will erect an $80,000 building in Winnipeg.

Young Methodist congregation of Winnipeg will build a new church to cost $27,542.

W. H. Rowe, of Pittsburg, Pa., will erect a residence at Cobourg, Ont., to cost $150,000.

Plans have been prepared for the Edmonton legislative buildings. They will cost $400,000.

The Robinson & Greenwood block at Temiskaming, Ont., will have three stores added to it.

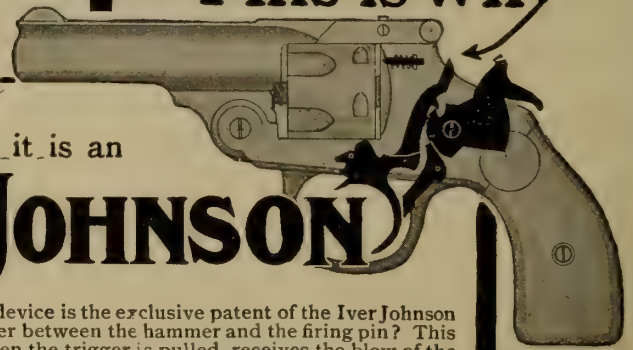
The Harris Abattoir Co., of Toronto, are erecting warerooms, refrigerators, etc., in Sydney, C.B.

Accidental Discharge Impossible—

This is why

True only if it is an

IVER JOHNSON



The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

The Canadian White Company, of Montreal, have the contract for Walker's new theatre, Winnipeg.

A RAPID CHURN.

A churn that makes butter in sixty seconds is on exhibit at the Agricultural Hall in London. The machine is so handy that it might be placed on the tea table as an accessory to the cups and teapot, and yet not look out of place. Given the requisite quantity of cream, with a temperature of 60 degrees, butter can be made at any time desired. The new device does not even need a special vessel for holding the cream. The latter is placed in the vessel so that the dasher is in the centre, and about one and a half inches below the surface. The handle is turned slowly for a few seconds, and then at a good speed, and within one minute butter is formed. If fresh cold water be then poured in, and the handle turned slowly two or three times, the butter is ready for washing and making up.

A VALUABLE BOY.

The employer was bending over a table looking at the dictionary. The new office boy slipped up quietly and poked a note into his hand. The surprised employer opened it and read:

"Honored Sir—Yer pants is ripped."

The teacher had been telling the class about the rhinoceros family.

"Now, name some things," said she, "that it is very dangerous to get near to and that have horns."

"Motor cars!" replied little Willie Jones, promptly.

BUSINESS CHANCES

HARDWARE—$5,400; large town. Box 532, HARDWARE AND METAL, Toronto. (21)

HAVE you seen the patent air tight down draft Base Burner Coal and Wood Stove? It makes more heat with less fuel than any other stove, and does not cost any more to buy than direct draft stoves. It sells on sight; secure agency now. W. J. Mundy, Petrolia, Ont. (22)

POSITION WANTED.

AS traveler, by experienced young man, now employed. Active and energetic, with good appearance, to sell hardware and engineers' supplies to mill trade. Good connection. References. Box 529, HARDWARE AND METAL, Toronto. (20)

EXPERIENCED traveler seeks position; highest references. Address Box 531, HARDWARE AND METAL, Toronto. (21)

METAL SHELF BOXES

DO you know that your customers are judging your stock by the general appearance of your store? It is absolutely impossible to keep your goods neatly arranged without using some kind of shelf boxes. Our system enables you to keep all goods of one kind together; you always know when your stock is running low, and you never have to tell a customer you are just out of what they want and then find the next day you had plenty in stock. The Bennett Metal Shelf Box has been on the market for years. Some of the best hardware stores in Canada have thrown away their old wooden boxes and put in our up-to-date metal box. Cameron & Campbell, Toronto.

SITUATIONS VACANT

PARTNER WANTED in established plumbing and tinware business in richest district in Ontario, to look after stock and books; or would sell; stock, about $3,000. Box 536, HARDWARE AND METAL, Toronto. [23]

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (a $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE.

HARDWARE, stove and tinware business for sale, including tin shop, tools, patterns, shop fixtures, wagon, ladders, etc.; stock will run about $6,000; situated in good live village, with excellent surrounding farming country; splendid place for two men, hardware man and tinsmith; good reasons for selling. Apply Box 524, HARDWARE AND METAL, Toronto. (21)

THE largest and best paying hardware business in Western Ontario; stock will inventory $25,000; reasons for selling, owners have other interests. Box 522, HARDWARE AND METAL, Toronto. [26]

HARDWARE, stove and tinware business for sale with set of tinsmiths' tools and locksmiths' outfit. Located between Sherbourne and Parliament—a splendid district. Stock runs about $2,500. Owner must devote his attention to other interests. Will sell in whole or in part. An excellent opportunity to pushing man with small capital. Apply R. Fair, 302 Queen street east, Toronto. [23]

QUOTATIONS WANTED

SPINNERS—Quote prices on zinc and copper 1 to 12" spun half balls, in quantities, to Box 530, HARDWARE AND METAL, Toronto. (21)

MECHANICS WANTED.

WANTED — Two tinsmiths at once. Apply, stating experience and wages required, to The George Taylor Hardware Co., New Liskeard, Ont. (21)

SITUATIONS WANTED

BUILDERS' HARDWARE — Married man, now business manager of United States corporation manufacturing locks and builders' hardware, desires to change position for good reason; thoroughly familiar with all details of lock business and systematic office management; record speaks for itself; would accept executive position with manufacturer or large jobber. Address, "Locks," care HARDWARE AND METAL, Toronto. [22]

WANTED—A position as hardware clerk by young man; 4 years' experience; A1 reference. Box 534, HARDWARE AND METAL, Toronto. [24]

ADVERTISER, age 33, requires situation as leading assistant or manager to firm of builders' ironmongers; thorough knowledge builders', plumbers' and electricians' requirements. Twenty years' successful experience with good English firms. Excellent references for character, ability and energy. Box 5, HARDWARE AND METAL, 88 Fleet street, London, England. [22]

WANTED—Position by first-class hardwareman; over 10 years' experience in first-class general and builders' hardware; experienced in plan reading in large American city; best references. Box 535, HARDWARE AND METAL, Toronto.

AS purchasing agent, by experienced young man, age 30, with large manufacturing concern. Active, energetic; now employed. Good office man. References. Box 526, HARDWARE AND METAL, Toronto. (20)

THOROUGHLY energetic and experienced hardware clerk and bookkeeper, reliable, trustworthy. Competent as branch manager, or any position of trust. "Metals," 29½ Ann street, Toronto. (23)

A COMPETENT builders' hardware salesman, open for a position 1st June; twenty years experience in Canada and the United States. Box 533, HARDWARE AND METAL, Toronto. [23]

THIS IS THE SHEET METAL AGE

THE GALT ART METAL CO LTD

OUR LINE

Galt "Sure-Grip" Shingles
Quick sellers, quick layers, best roof made.

Galt "Art" Sidings
Galvanized and painted. Very bold, handsome stone and brick effects. Heavy, prominent mortar lines and tuck pointing.

Galt Classik Ceilings
Harmonious designs, interchangeable parts. Easily applied, perfect finish.

Cornices and Skylights
Any design or style; work from architects' details our specialty.

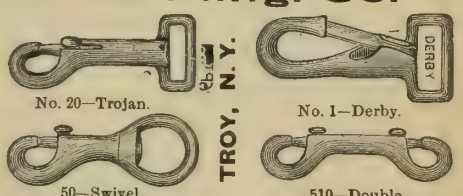
Corrugated Sheets
And all accessories. Straight, true corrugations, all the latest touches in this very popular form of roofing and siding.

We want representatives in every place
Dealers should have our catalogues.

THE GALT ART METAL CO., Limited, Galt, Ont.

SEP 28 [illegible]
Page No. 6

Don't Forget the Name...
NEWMAN'S INVINCIBLE FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

Covert Mfg. Co.
TROY, N.Y.


No. 20—Trojan. No. 1—Derby.
50—Swivel. 510—Double.

Everything for the Painter


THAT'S WHAT *Stephens'* **STANDS FOR**

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS
"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.
Our extensive advertising creates the demand. Will you supply it?
Our guarantee protects dealer and consumer.
We fill rush orders on day received.
Our big Catalogue is free. Write.
G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers Send for 1906 Catalogue

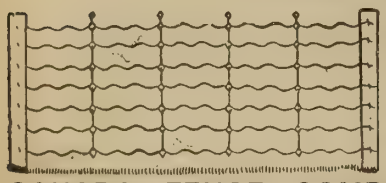


The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal *HAMILTON*

EASTERN AGENTS *ONTARIO*

DIAMOND BRAND



is guaranteed HIGHEST CARBON, Cleveland Coiled Spring Wire, biggest profit, we sell trade only. Car lots shipped direct from our Cleveland plant.

Write before buying.

DIAMOND GRIP. Pat. Jan. 1895

CANADA FENCE COMPANY LIMITED, LONDON, ONTARIO.

TO THE HARDWARE DEALERS:

LAFARGE NON-STAINING CEMENT

Fire Bricks and Fire Clay

Drain Pipe and Farmers' Tiles

Plaster

Mortar Color

Mortar and Brick Hods

Wheelbarrows.

Are as much in your line as any other article you sell. If you have lost sales in the past, make up for it now.

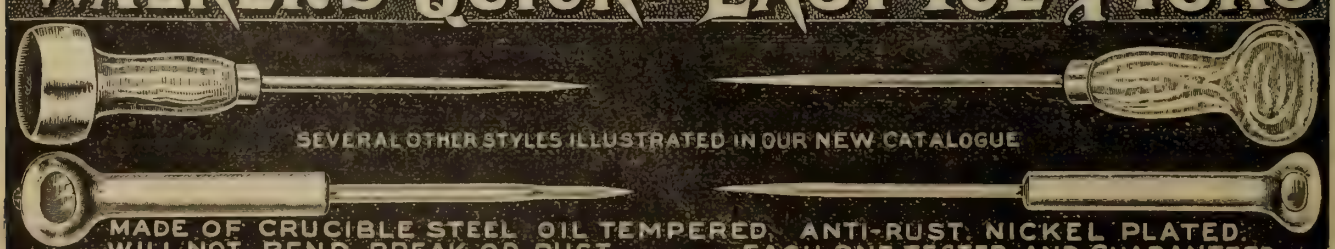
WRITE US FOR PARTICULARS

F. HYDE & COMPANY

KING, QUEEN AND WELLINGTON STS.

MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL OIL TEMPERED, ANTI-RUST, NICKEL PLATED. WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

THE REASON WHY

our business has grown to such large proportions, in a comparatively short time, lies in the fact that we are never satisfied. We are constantly striving to improve our goods and thus add to their sales. It is, therefore, not to be wondered at that

"DOMINION BRAND" ROOFING MATERIALS

are now a recognized standard. We make all kinds of

Tarred Felt Roofing Papers 3-Ply Ready Roofing Coal Tar and Roofing Pitch
P. & B. Cold Storage Insulating Papers

LOCKERBY & McCOMB, 65 Shannon St., Montreal

IRON

Bars in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands. Also Wrought Washers.

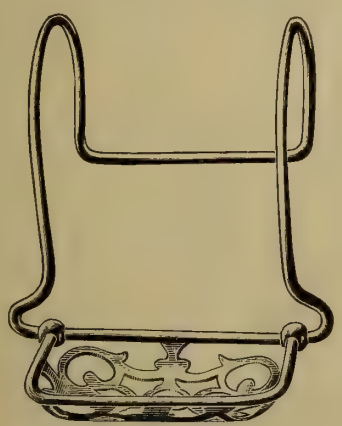
GOOD QUALITY. PROMPT SHIPMENT.

London Rolling Mill Co.
Limited,
LONDON, CANADA.

STEEL

THE PRICE SHOULD INFLUENCE YOU

Catering to your customers' wants is only profitable when you select profitable articles.



No. 325 in our new Catalog "B 2"

Our New

SOAP DISH

is a big yielder for the dealer. The orders coming in now are proof of this.

We want this dish to go with every bath you instal.

WRITE FOR TERMS

THE CARRIAGE MOUNTINGS CO., Limited
TORONTO, CANADA.

ATKINS HIGH-GRADE SILVER STEEL SAWS



Will do more work in a day, and do it easier, than any other Saws. Because they are made right—of the right material—by workmen who "know how." Our name on every blade.

Insist on Atkins Saws

E. C. ATKINS & CO., Inc.
Home Office and Factory: Indianapolis, U.S.A.
Canadian Office: 56 King St. E., Toronto

The Standard Ideal Sanitary Co. Limited

MANUFACTURERS OF

Porcelain Enamel Bath Tubs Lavatories Sinks Slop Hoppers

"MADE IN CANADA."

Write us at once if you want to secure

A CATALOGUE

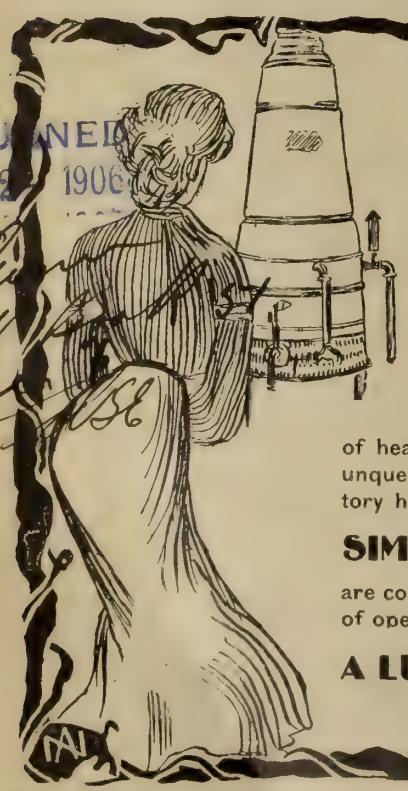
of the latest designs of **Porcelain Enamelled Bath Tubs, Sinks, Urinals, Latrines, Etc.**

Now ready for distribution and will be mailed on application.

THE ONLY MANUFACTURERS OF ENAMELLED WARE IN CANADA

Head Office and Factory:
Port Hope, Ont.

Sales Office:
50 Colborne St., Toronto.



TWO BATHS FOR ONE CENT

The **RAPID** Heater is almost a toilet necessity.

It is superseding all other methods of heating water for use in the bath and is unquestionably the finest and most satisfactory heater on the market to-day.

SIMPLICITY and DURABILITY are conspicuous features, and the small cost of operation is surprising.

A LUXURY IN THE SUMMER



Cushion Disk Double Bath Cock

It is **MONEY** in **YOUR** pocket to always handle a line of Plumbers' Brass Work **that is**

SECOND TO NONE

FULLER, COMPRESSION, GROUND KEY and CORPORATION WORK, PLUMBERS' TOOLS and FURNACES, etc.

The James Morrison Brass Mfg. Co., Limited

89-97 West Adelaide St., TORONTO

PLUMBING AND STEAMFITTING

THE CIRCULATION OF HOT WATER.*

The first cause of the circulation of water in a hot-water heating system, by the force of gravity, is that the water becomes dense as it cools off, and it therefore outweighs the warmer and lighter water and pushes it to the top of the apparatus. Hot water will move only when there is a heavier and cooler body of water to displace it and force it upwards by means of its superior weight.

The force which propels the water in the risers and radiators is proportional

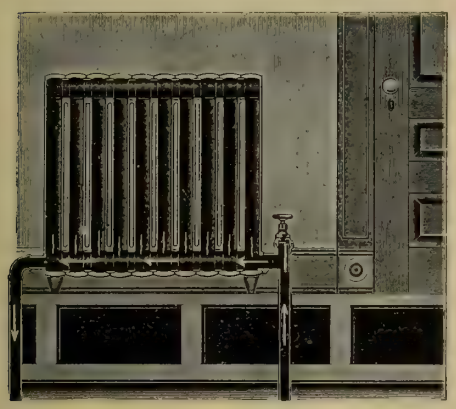


Fig. 1

to the difference in the mean temperature of the ascending and descending parts of the apparatus, and it is also proportional to the vertical height of the circuit. For example—in a circuit or riser 50 feet high the motive force would be twice as large as one only 25 feet high.

The force of the circulation through radiators with a given fall of temperature depends mostly upon the height of the return pipe and is independent of the height of that portion of the riser pipe which is about the radiator. Take, for example, a radiator on the fourth height, as indicated on the accompanying diagram. The circulation through the radiator on the fourth floor will be about three times as great as through the radiator on the first floor, notwithstanding the fact that the supply columns of both radiators are of equal height, because the return, (F), is about three times as high as the return, (E), of the radiator on the first floor. The temperature of the pipes (C) and (D) are nearly the same, consequently the water in (D) simply balances an equal height of pipe (C), and fails to supply any force for circulation. The force for circulation in this circuit therefore depends upon the preponderance of the weight of water in the return pipe, (E), over the weight of that in the pipe (C) below the level of the radiator, (B).

Fig. 1 is a fair illustration of a radiator with the usual style connections. The force of the circulation through the radiator depends upon the height of the return column. The return pipe having a strong pull on the radiator, the most direct for the current, is along the lines indicated by the arrows, and the water up in the radiator has a circulation to it, which depends not on the force of the main current, but on the tendency of the water cooled in the radiator to fall to the bottom and to be replaced by the water flowing upward in the coils nearest the entering feed.

Fig. 2 shows an improved connection to increase and improve the circulation in a hot water heating system, which has been successfully used by the writer

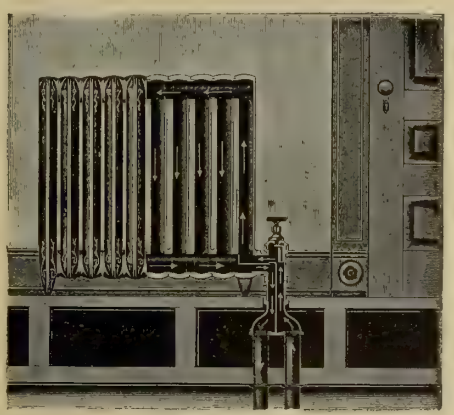


Fig. 2.

on a great many hot water heating systems. The direction in which the arrows point show the actual current within the radiator. The hot water must pass directly to the top, dropping to the bottom, and, as it cools off returning to the return pipe. The circulation is positive and by actual tests the entering water six degrees hotter than by circulation in the old way, and, furthermore, the entire surface of the radiator is heated. I have compiled figures of tests of these two styles of connections for radiators. A thermometer was placed on the feed and return section of each radiator. The connections on the usual style of radiator shown in columns 4 and 5 were 1 1-2 inch inside diameter on the feed, the improved connection shown in columns 2 and 3 were 1 1-2 inch connection with a partition in it with 1 1-2 inch feed and return pipe.

1	2	3	4	5
Time.	Return Therm.	Feed Therm.	Return Therm.	Feed Therm.
2:05	88	98	88	92
2:10	98	108	97	102
2:15	108	116	106	110
2:20	122	128	120	122
2:25	126	132	124	128
2:30	132	140	132	135
2:35	140	146	140	142
2:40	144	152	144	146
2:45	150	158	151	152
2:50	156	161	156	158
2:55	158	166	160	163
3:00	160	172	163	170
3:05	166	178	173	165
3:10	172	182	177	180
3:15	176	186	182	184
3:20	180	190	186	188
3:25	184	194	190	192
3:30	189	199	196	198
3:35	192	202	198	202
3:40	196	206	202	206
3:45	200	210	206	209
3:50	206	212	208	212
3:55	208	213	210	213

Column 1 is the time in which the test was made. Column 2 is the top return section of the radiator with the improved connection, and column 3 is the thermometer on the feed section of the radiator with the improved connection. Column 4 is the thermometer on the return section of a radiator with the old style connection. Column 5 is the thermometer on the feed section of an old

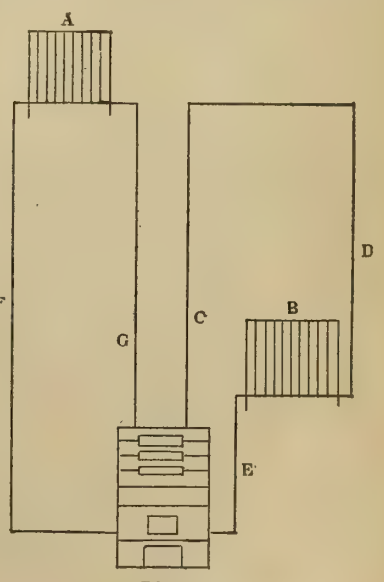


Diagram.

style radiator connection. The radiator connected to columns 4 and 5 old style connection, is a 13 loop 38 inch high Corinth radiator, containing 71 1-2 square feet radiating surface. Radiator columns 2 and 3, or the new style con-

* A paper read by John S. Brennan at the eleventh annual meeting of the American Society of Heating and Ventilation Engineers

nection, is a 24 loop 14 inch Unique radiator containing 96 square feet of radiator surface. It will be noticed that the thermometer on column 3 or feed pipe of improved connection is higher than the one on column 4 or feed pipe old style connection, it being six degrees higher and remaining somewhat higher until the thermometer registers 212 degrees. The principal object to be sought in designing a system of hot water piping is to adjust and equalize the resistance in each circuit and branch so that the hot water will flow with equal readiness to each radiator. This is accomplished by making the diameter of each pipe just sufficient to pass the desired amount of water under the head or drawing force which is available in that particular part of the system.

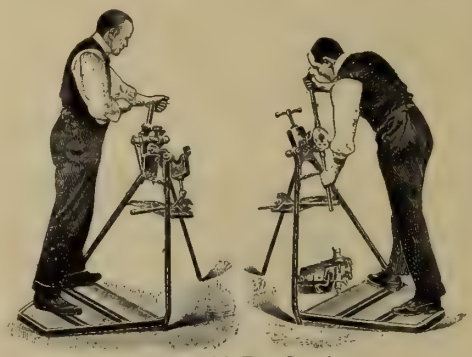
Heretofore a great many people objected to hot water as a means of heating by reason of the radiators having a connection at each end, and when any cleaning or painting was done behind the radiator it was necessary to drain the water from the radiator and disconnect it from the flow and return pipe. This necessitated shutting down the apparatus until the radiators were connected again.

The trouble and annoyance incident to setting and connecting a radiator with two pipes in or above the floor in the usual way are avoided by this improved connection which requires but a single opening to be cut in the floor and a single coupling to be made above the floor. This improved connection by its peculiar construction allows a radiator to be swung away from the wall without interrupting the circulation of the water. This is very useful when using the apparatus when the building is being erected. The heating apparatus can be installed complete and the radiators swung out, and when the building is completed they can easily be swung back in place again.

VENTILATION IN DWELLINGS.

It is the frequent act of the sage in the heating business to remind his neighbors that ventilation costs money. It does, of course, but it must be had, says the Metal Worker. In residential work we do not wrangle for it, unless we are considering the erection of one of those monumental palaces to stand as evidence of our success in bullion getting. We realize, even if our clients do not, that an air change occurs within the average class of American dwelling that really gives some ventilation. These buildings are sieve-like in their structure, as is borne out by the cases where furnace heating is in vogue. Certainly the hot air admitted into the rooms must displace that already present, and usually the escape has to be effected through unseen and unprovided places. It has always seemed strange that the establishment of a system of heating depending, as does a furnace or an indirect heating job, on a continual supply of warm or hot air should not have comprehended an arrangement of vent passages or exhaust flues for the outflow of the spent air. It is barely possible that early provisions in this line were characterized by exhaust air passages, which through faulty proportions and locations probably allowed air currents to occur in the reverse direction to those intended, with accompanying cold drafts. Certain it is that there are indirect systems of heating in use which know nothing of exhaust flues. This is even true of houses protected with double windows, although structures possessing these additions usually have one or more open fire places.

The point is that the porosity of the walls of the average building to air is greater than generally understood, and this means that in heating work, air as well as the building, its furnishings and its people, has to be warmed. And this, too, whether the heating is direct or indirect, for obviously if the outflow of air is essential to the working of the indirect systems the same holes in the sieve can be found by wind driven atmospheres in the direct systems. In the first case there is a heat loss represented in the air escaping at room temperature; in the second, there is a heat loss represented in the inleakage of air that must be warmed to inside temperature. In leakage of outside air is, of course, also an accompaniment of the indirect heating system. How much heat and



New English Tool Stand.

therefore coal is necessarily burned without benefit in heating is not readily calculable, but the loss is not easily avoidable, so about the only comfort the coal conserver can take is that in heating he gets some ventilation for the cost of his coal anyway. Heating systems should be designed with more care with regard to exposure than is frequently the case.

A PORTABLE WORK BENCH.

The "Pioneer" work bench, made by the Union Standard Machine Company, London, Eng., consists of a pipe-vise and a parallel bench-vise combined, and fitted on a tripod stand, as shown in the accompanying illustrations.

To prevent the vise and stand moving about, a hinged foot-board is attached, upon which the workman stands, thus steadying the appliance by the weight of his body. The foot-board and legs of the stand are made to fold up. By this means the appliance occupies very little room when not required for use, and is also rendered portable, so that a man can carry it to any job which may not be far from the shop.

The work bench is made in two forms. One for threading pipes up to 2 in., and which weighs 50 lbs.; the other bench having a parallel vise with 3 1-2 in. jaws, in addition to the pipe-vise, and weighing 88 lbs.

EVOLUTION OF STEAM WARMING.

By R. T. Crane, in the Valve World.

The first attempt made in warming dwellings by steam was, of course, crude and possessed but little skill or ingenuity in its development, but following it came a very different apparatus, one possessing a large amount of ingenuity, and really a great step in the advance of steam warming, namely, the Gold low pressure direct steam heating apparatus.

This apparatus not only possessed all the necessary devices to make it automatic, but it was the first introduction of a radiator, and the first introduction of single pipe connections to radiators. The boiler was an upright wrought iron shell boiler with a cast iron internal fire box with cones to increase the heating surface, and outlets for the products of combustion in the sides, the product being passed around the outside of the boiler. As far as we have any knowledge, this is the first attempt to make the boiler automatic. Mr. Gold introduced the automatic fire regulator and the water regulator, and as the radiators were made of sheet iron they would stand but little pressure, consequently he had to apply special devices to his boiler to avoid pressure that would be likely to burst his radiators, so he applied a diaphram to operate the safety valve, and also had an open glass pressure gauge connected to the boiler just below the water line, and it would therefore show the pressure of the steam by a water column, and in case everything else failed to keep the pressure down, this acted as an automatic blow-off, so the apparatus was absolutely complete in all its operations and exceedingly simple when we consider what was to be accomplished.

As mentioned above, the radiator was the first attempt in this line of mechanism, and was made of sheet iron with rivets passing through at frequent intervals to strengthen it and a peculiar arrangement of the valve for connecting. This apparatus met with a great deal of favor at the time, having the particular merit of warming the building, because the radiators were in the room that was required to be warmed, and was reasonably economical on account of its being direct heating instead of indirect. But the great difficulty with it was that the radiators were subject to corrosion and leaking, and finally he adopted copper radiators; still the life was not long enough to give satisfaction. The radiators of course stained the walls, as they always do, and as radiators are a decided objection in fine houses, it was not long before it became evident that something different would have to be evolved before entire satisfaction was obtained. Still, to Mr. Gold should be placed the credit of making great advance in the art of steam heating.

The next article on this subject will take up the evolution of indirect steam warming.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 1, 1906.

A lively business is still the rule among the Montreal supply houses. Orders for all kinds of plumbing goods are continually being sent in by travelers, or placed personally by plumbers from the nearby towns, who frequently visit the city at this time of the year.

Firm conditions in the iron pipe market are yet noted, and jobbers state that prices are very likely to go higher, and that, too, before many more weeks have passed. For the present, all sizes are very strongly held at the same prices as have been quoted for some weeks past.

Owing to another decline in tin, solder has eased off a little, and still lower figures are given in our quotations this week.

Lead pipe prices are rather steadier than at last reports, owing to an advance in pig lead. All other lines are firm at prices quoted below.

RANGE BOILERS — Demand continues brisk and following prices are steady: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—Owing to higher prices on pig iron, the pipe situation is stronger. Discount remains as follows: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—The market continues to show strength. We quote as follows: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

IRON PIPE — Conditions are unchanged with a feeling still prevalent that advances in quotations cannot much longer be delayed. We quote: Standard pipe in lots of 100 ft., regular lengths, ¼ inch, $5.50; ⅜ inch, $5.50; ½ inch, $8.50; ¾ inch, $11.50; 1 inch, $16.50; 1¼ inches, $22.50; 1½ inches, $27; 2 inches, $36.50; discounts on black pipe, ¼ inch, 62 per cent.; ⅜ inch, 62 per cent.; ½ inch, 71½ per cent.; ¾ inch and upwards, 73½ per cent. Discounts on galvanized pipe: ¼ inch, 47 per cent.; ⅜ inch, 47 per cent.; ½ inch, 61½ per cent.; ¾ inch and upwards, 63½ per cent. Extra heavy pipe of 100 feet lots are quoted as follows: ½ inch, $12; ¾ inch, $15; 1 inch, $22; 1¼ inches, $30; 1½ inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Sales are large and many inquiries are coming constantly to hand. We quote following discounts: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent off. Fittings, 60 per cent. off.

SOLDER—As tin has experienced another drop during the week, jobbers have marked down the price of solder for half-and-half. We give the following prices: Bar solder, half-and-half, guaranteed, 25½c. to 26c.; No. 2 wiping solder, 20½c.

ENAMELWARE—A brisk business is being done. Our quotations are as follows: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.15, special $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2½ inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, June 1, 1906.

Solder is down this week again consequent on the weakened tin market, and is now selling by some jobbers as low as 25c. for half-and-half, and 21½c. for wiping, although the ruling prices are two or three cents higher.

From time to time rumors recur regarding an increase in iron pipe, but it is hardly likely that any such condition shall obtain in Toronto, as there is still some cutting done on present prices.

Lead pipe continues to hold firm at the same quotations and discounts, and a great deal is going out.

Corporation goods are selling well in all parts of Ontario, as well as all plumbing lines. Toronto trade is being swung into line now pretty well, a lot of roughing in goods being sold.

Steam heating systems for residences are in good demand all over, and although a little early in the season the prospects look good.

LEAD PIPE — Prices continue firm and business good. Pig lead continues high, but pipe has not yet been affected. We quote: Lead pipe, 8c., discount 20 per cent.

SOIL PIPE AND FITTINGS — A large trade is being done with prices the same. Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—The usual large volume of trade continues to be done. Prices remain the same. We quote as follows: Black, 1 in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS—The usual demand is not at all lessened. Prices continue same as previous quotations.. We quote as follows: Cast iron elbows, tees, crosses, etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 60 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 per cent.; ring hangers, black or galvanized, 60 per cent., American list.

GALVANIZED IRON RANGE BOILERS—Although a little quiet, sales are increasing steadily and the prospects look good. Our quotations: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallons, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11.00; extra heavy, $14.00; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—The usual business of this season of the year continues. We quote: Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.

SOLDER—Is again weaker, and is being sold all the way from 21½c. to 27c. We quote: Bar solder, half-and-half, guaranteed, 25c.; wiping, 21½c.

ENAMELWARE—There have been no price changes recently. A large business continues to be done.We quote as follows: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

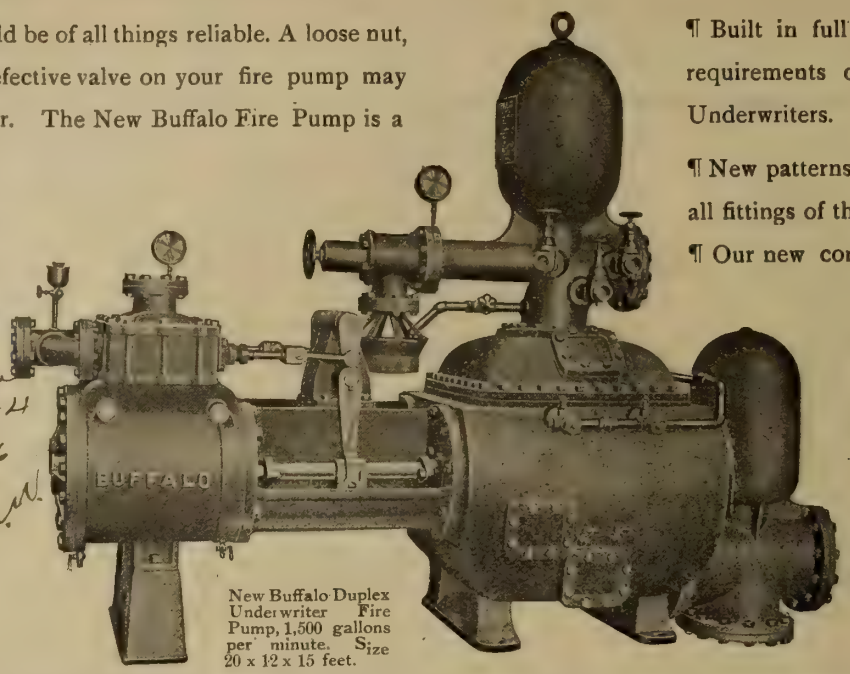
NATIONAL ASSOCIATION CONVENTION.

J. A. Gordon, Montreal, secretary of the National Master Plumbers and Steamfitters' Association, visited Ottawa this week to make preliminary arrangements for the annual convention to be held in that city in August. The disruption of the Ontario Association may lessen the number of delegates in attendance, but should not seriously affect the success of the meeting. Toronto, having reorganized, will undoubtedly send delegates to the convention, which should do much to get the trade again established on a profitable basis in Ontario.

FIRE PROTECTION—BUFFALO UNDERWRITER PUMP

¶ Fire protection should be of all things reliable. A loose nut, sticking piston or a defective valve on your fire pump may some day spell disaster. The New Buffalo Fire Pump is a study in reliability. Its use is a guarantee of effectiveness at any and all times.

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New Buffalo Duplex Underwriter Fire Pump, 1,500 gallons per minute. Size 20 x 12 x 15 feet.

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¶ New patterns used throughout and all fittings of the highest class.

¶ Our new complete catalogue will soon be ready for distribution. Let us add your name to the list.

Buffalo pumps, both reciprocating and centrifugal, are built in a complete line of sizes, from boiler feed to waterworks service. They are newly designed and conservatively rated and embody only such features as have been fully approved by years of service.

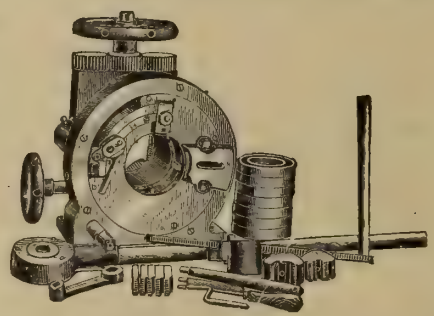
CANADIAN BUFFALO FORGE CO., Limited, MONTREAL, QUE.

STANDARD SANITARY'S NEW PLANT.

The Standard Sanitary Manufacturing Co., Pittsburg, Pa., manufacturers of "Standard" porcelain enameled baths and sanitary goods, will this year erect a large modern plant for the manufacture of these goods in the east. Land has been acquired at East Camden, N.J., directly across the Delaware River from Philadelphia, and a factory, designed upon the same elaborate scale as the great plants at Alleghany, Pa., New Brighton, Pa., and Louisville, Ky., will be constructed. The new works will be completed this year, and will employ in the various departments about 1,000 hands. The cost of the plant will be approximately $500,000. A full line will be manufactured, including the various types of bath tubs in all sizes, lavatories in the different designs and sizes, sinks and laundry trays, closet bowls and tanks, urinals, drinking fountains, wash sinks and other articles used in plumbing and sanitary installation.

The erection of a factory in the east was found to be an imperative necessity, owing to the enormous trade which had great plants at Allegheny, Pa., New York, Philadelphia, Boston, Baltimore and other centres. The company's export trade also has grown to such huge dimensions that it was found by locating a plant near the seaboard, great savings could be effected in freights as well as raw materials, and deliveries could be made more promptly and satisfactorily.

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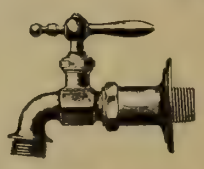
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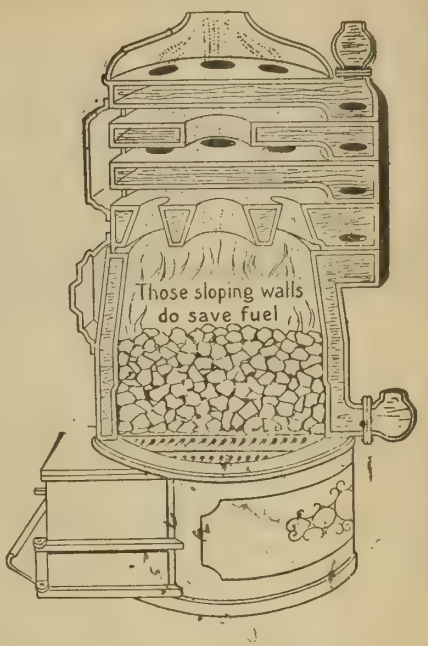
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Less work to sell the Oxford Hot Water Boiler because it's advertised for your benefit to the whole of your public,—and because, too, every owner of an Oxford Boiler is a living advertisement for its fuel-saving, never-leaking, trouble-banishing qualities. Less work to instal, because it comes to you so far assembled that one-tenth the labor finishes all you have to do to it to get it in shape to connect up for heating. Do you know about that point? Wish you'd ask us to tell you about it?

More profit selling the Oxford Boiler because it's priced so you can make a living and the price kept strictly up so cut-throat competition can't undersell you, except by deliberate cheating of the buyer. Get right on the boiler question—ask questions in a letter addressed to us.



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We also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Steam Boilers, Radiators, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

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The Improved Daisy Hot-Water Boiler is the Adam of the industry. The others came in on the eve of the Daisy's success.

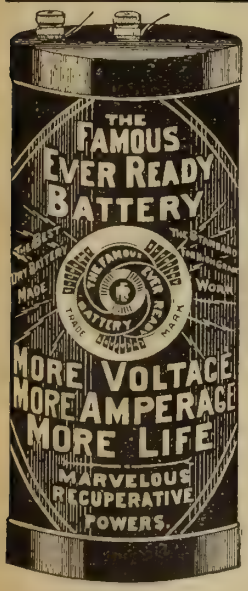
Imitations, etc., are never as good as originals, because they represent "follow-the-lead" methods, have no self-reliance.

Other boiler-makers have attempted to get the "Daisy" ECONOMY trait, but so far they haven't been able to get within a mile of it, though they have done lots of trying and shown lots of things—ON PAPER.

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MR. DEALER: You should place that order for those brass goods at once. Be prepared for your trade, and don't be obliged to send them next door. Our goods are always in demand. Why not write us at once and secure our Catalogue No. 21? We can save you money.

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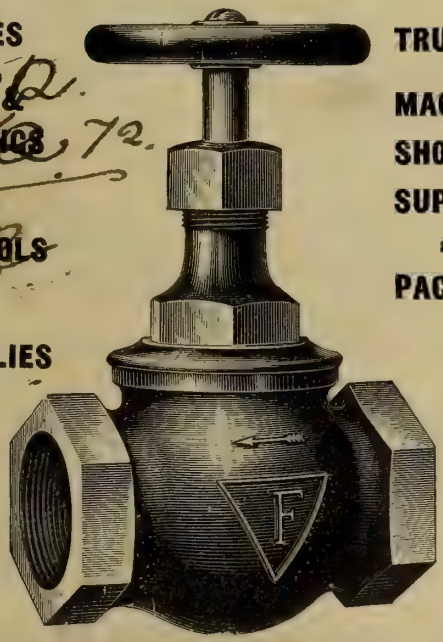
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We also carry a full line of

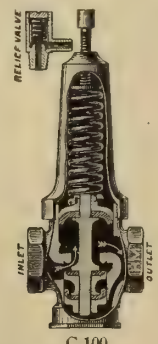
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MUELLER PRESSURE REGULATOR



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No joints, hinges or bearings to be oiled or cleaned. No levers or weights to get displaced.

Needs no attention after being set.

Made for use on service pipe up to 3 inch.

Each Regulator bears the Mueller DECATUR H⋄M ILL. U.S.A. Trade Mark and is **UNCONDITIONALLY GUARANTEED.**

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CURRENT MARKET QUOTATIONS.

June 2, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$45 00 $46 00

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX. 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.	2 05	2 15
Forged iron "	2 30	...
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base	...	2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"T" " warranted		0 14
"C" "		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard	0 08	0 09
Crucible Steel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons B P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11¾
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge		2 70
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10¾ oz. (American gauge)	4 25
28 gauge "	4 00
26 "	3 75
24 "	3 50

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 45	....	3 40
22 to 24 gauge	3 60	3 85	3 65
26 "	3 90	4 10	3 90
28 "	4 15	4 35	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00	10 00
" ¼ "		5 60
" 5-16 "		4 45
" ⅜ "		3 85
" 7-16 "		3 70
" ½ "		3 55
" 9-16 "		3 45
" ⅝ "		3 35
" ¾ "		3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	[count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	21 00

Bars.

Cut lengths, round, ½ to ⅞ in.		26 00
" round and square,		
Cut 1 to 2 inches	25 00	26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 75	7 00
Domestic " "	5 00	5 25

ZINC SHEET.

5-cwt. casks	7 75
Part casks	8 00

LEAD.

Imported Pig, per 100 lb.	4 40	4 50
Bar, " "		4 65
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Hallett's per lb.	0 29½	0 30

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra		1st quality	Special
4 and 4½ ft. 3 in. rolled rim		$19 65	17 65
5 feet	"	20 65	18 65
5½ "	"	22 15	20 15
6 "	"	24 90	22 90
Plate E II			
5 feet	2½ in. "	19 15	17 15
5½ "	2½ " "	20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300	65 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 09	⅛ inch	2 92
¼ "	2 09	¼ "	2 92
⅜ "	2 42	⅜ "	3 27
½ "	3 05	½ "	4 20
1 "	4 37	1 "	6 20
1¼ "	5 96	1¼ "	8 21
1½ "	7 15	1½ "	9 86
2 "	9 54	2 "	13 14
2½ "	14 50	2½ "	21 80
3 "	19 00	3 "	28 60

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves. discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 percent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I. B. B. M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 75 per cent.

No. 1 compression bath cock	net 1 75
No. 4 " "	" 1 90
No. 7 Fuller's	" 2 35
No. 4½, "	" 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon net	25 00
" 35 " "	29 00
" 40 " "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS.

Medium and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 percent.

CLAUSS BRAND HOUSEHOLD SHEARS

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



. ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

TINS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

1½-lb. per lb.	0 37
2-lb. or over "	0 34

SOLDER.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 25½	0 26
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.
Pure	6 25
No. 1	5 90
No. 2	5 65
No. 3	5 30
No. 4	4 75
Munro's Select Flake White	6 50
Elephant and Decorators' Pure	6 30
Tiger brand, pure	5 75
Monarch	5 75
Essex Genuine	5 75
Brandram's B. B. Genuine	7 50
"Anchor," pure	6 00
Sterling Pure	6 00
Ramsay's Pure Lead	6 00
Ramsay's Exterior	5 75
Crown and Anchor," pure	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt	$5 75
Genuine, 100 lb. kegs, "	6 00
No. 1, 560 lb. casks, per cwt	5 50
No. 1, 100 lb. kegs, per cwt	5 75

DRY WHITE ZINC.

Extra Red Seal	0 07 0 08
French V. M.	0 06 0 07
Lehigh	0 05 0 06

GROUND WHITE ZINC.

Pure	0 08 0 09
No. 1	0 6½ 0 07½
No. 2	0 5½ 0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co's pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls 0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, gal.	1 35
" " " " " ½ gal.	1 40
" " " " " ¼ gal.	1 45
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints.....gal.	1 20

PARIS GREEN.

600-lb. barrels	
250-lb. kegs	
50 and 100 lb. drums	
25 lb. drums	
1 lb. paper boxes	
½ lb. tins	
½ lb. paper boxes	
¼ lb tins	

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls.	1 50
Bulk in less quantity	1 80
Bladders in bbls.	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	C 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

GLUE.

Common	0 08 0 08½
French medal	0 10 0 14
White, extra	0 16 0 18
Strip	0 18 0 20
Coopers	0 19 0 20
Ground	0 12 0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.: American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; 5 per cent. discount. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes	
Single bit, per doz.	7 00 10 00
Double bit, "	10 00 18 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	8 00 10 00
Red Ridge, boys', handled	5 75
" hunters	5 25
Underhill American Bench Axes, 40 p.c.	

AXLE GREASE.

Ordinary, per gross	6 00 7 00
Best quality	10 00 12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.	

Farm.

American, each	1 35 3 00

House.

American, per lb.	0 35 0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cen

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell, per doz.	1 00 1 50
Nail and Spike, per gross	2 25 5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55 and 5
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, conepoint	70 and 5
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German per doz.	6 00 9 00
American "	12 00 18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00 1 50
Bullard's "	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50 8 50

CEMENT AND FIREBRICK.

F, Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4"/"x3", ex wharf, per 1 000	35 00
Stable pavers, 12"x6"/x2", ex wharf, per 1,0 0	50 00
Stable pavers, 9"x4½"/x"/", ex wharf, per 1,000	36

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65
Red	0 05 0 06
Crayon per gross	0 14 0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent; f o b Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

DavisClothes Reels, dis. 40 per cent,

Paterson's Wire Edged Ready Roofing

(RED STAR BRAND)

FIRST IN QUALITY
FIRST IN DURABILITY
FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing. Don't you want to know how you can easily secure their profitable orders?

The Paterson Mfg. Co., Limited
Toronto and Montreal.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet		3 00
3 "	"	"	4 00
4 "	"	"	5 25
5 "	"	"	6 75
6 "	"	"	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair		0 15
S. & D., " 5	"		0 22½
S. & D., " 6	"		0 15
Boynton pattern	"		0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.		1 32
7-inch	"		1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 60 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10		cent
Arcade	70 "	10	"
Kearney & Foot	70 "	10	"
Disston's	70 "	10	"
American	70 "	10	"
J. Barton Smith	70 "	10	"
McClellan	70 "	10	"
Eagle	70 "	10	"
Nicholson	60%		"
Royal	80		"
Globe	70 to	75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Size United Inches.	Window. Star Per 100 ft.	Box Price. Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

For less than 100 feet of one size, pane at less 33⅓%. Terms 90 days net 2% 30 days.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to cent.

Wire Gau

Winn's, Nos. 26 to 33	ea	1 65	2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	....	9 00
" " ½ "	"	....	10 00
" " ⅝ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10	

Sledge.

Canadian	per lb.	0	0

Ball Pean.

English and Canadian, per lb.		0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz			4 40
" " 2, "			4 85
Barrel, Underhill			5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge—

to 70 in	per 100 lb.	....	4 50
12 in. up	"	....	25
Spring, No. 20, per gro. pairs		....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 59, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	60	12 00
Hat and coat	per gro.	10	10 00
Chandelier	per doz.	50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	....	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list	Oval
M.R.M. Co. brand, 55 per cent.	head
"Monarch," 50 and 7½ per cent.	
"Peerless" 50 per cent. dis.	

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base	3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent			
Cabinet trunk and padlock			
American	per gross	....	0 60

KNOBS.

Door, japanned and N.P., per doz		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.		4 00
Ordinary, with O burner	"		3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$3 95 to		$5 00
Star, 12 to 16-in cut	2 75 to		3 05
Daisy, all sizes	....	....	2 50
Woodyatt, ball bearing, 12 to 20-in	5 60 to		7 45

Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21,23,25	$10 00	14 00
10½ in. ball bearing 12 to 20.	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	90

LOCKS.

Canadian, 50 to 50 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am.	per doz.	0 50	6 00
Eagle, discount 20 to 25 per cent.			

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	....	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire
2d	3 70	3 15
3d	2 85	2 80
4 and 5d	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 10

F.o.b. Montreal. Toronto 10c. higher.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross			3 38
Diamond			1 00

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cent

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

PICKS

Per dozen		6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
"	"	...	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English ..... per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
man ..... "	0 60	0 66

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 0016
Canadian pitcher spout	1 80	3

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood.....per doz. net	1 20 up.

RAZORS.

	per doz.
Elliot's	4 00 18 00
Boker's	7 50 11 00
" King Cutter	13 50 18 50
Wade & Butcher's.....	3 60 10 00
Wilkinson's.....	.... 12 50
Carbo Magnetic.....	.... 15 00
Griffon Barber's Favorite	.... 10 75
Griffon No. 65.....	.... 13 00
Griffon Safety Razors.....	.... 13 50
Griffon Stropping Machines..	.... 13 50
Lewis Bros.' "Klean Kutter"	8 50 10 50
Hindoo	10 50 14 00
Orgsteom's Swedish.....	3 50 10 00
Henckel's	7 50 20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 30 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 10½
Pure Manilla	0 15
"British" Manilla.....	0 11½
Cotton, 3-16 inch and larger 0 21	0 23
" 5-32 inch 0 25	0 27
" ⅛ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord. 48 feet.....per doz.	0 60
" " 60 feet..... "	0 75
" " 72 feet..... "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	50
Eureka " tinned steel, hooks	00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's...per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	....	0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

(Hollow Back)		(Reinforced S Scoop.)	
Moose.....	$17 50	.....	$16 30
Bear	15 00	.....	15 30
Fox.....	12 50	.....	14 30
Black Cat....	10 00	.....	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 00

SQUARES.

Iron, No. 492 .....per doz.	1 90	2 25
" No. 493 ..... "	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½ and 12
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	3 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.

German.....per doz.	4 75	5 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress .....per lb	33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
Pipe Vise, Hinge, No. 1.....	....	3 50
" " " No. 2.....	....	5 50
Saw Vise.....	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....		$2 15
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05 —No. 9, $2.40 — No. 10, $3.10 to $3.10 —No. 11, $3.15 to $3.15 — No. 12, $2.55 —No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

High Carbon, No. 9.....	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..	1 40

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	29 00

Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

When you buy Canadian-made goods you increase your own sales.

Buy these Brands of FILES and RASPS

MADE IN CANADA

AMERICAN -- ARCADE -- EAGLE -- GREAT WESTERN

GLOBE -- KEARNEY & FOOT -- McCLELLAN -- J.B.SMITH

Nicholson File Co., Dominion Wks., Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

We have a full assortment of all sizes from 1-8 in. to 6 in.

ALL READY FOR SPRING TRADE

MAIL YOUR ORDERS TO

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

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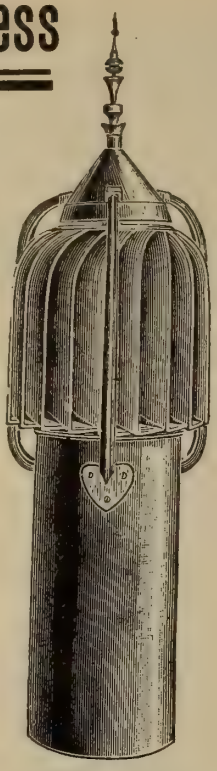
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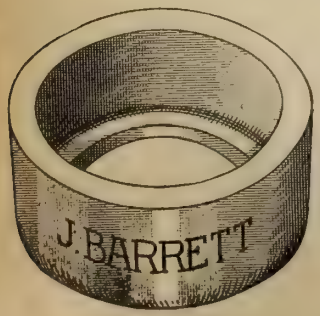
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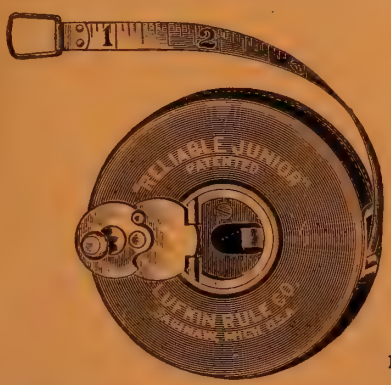
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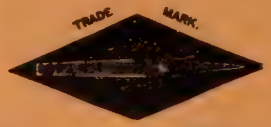
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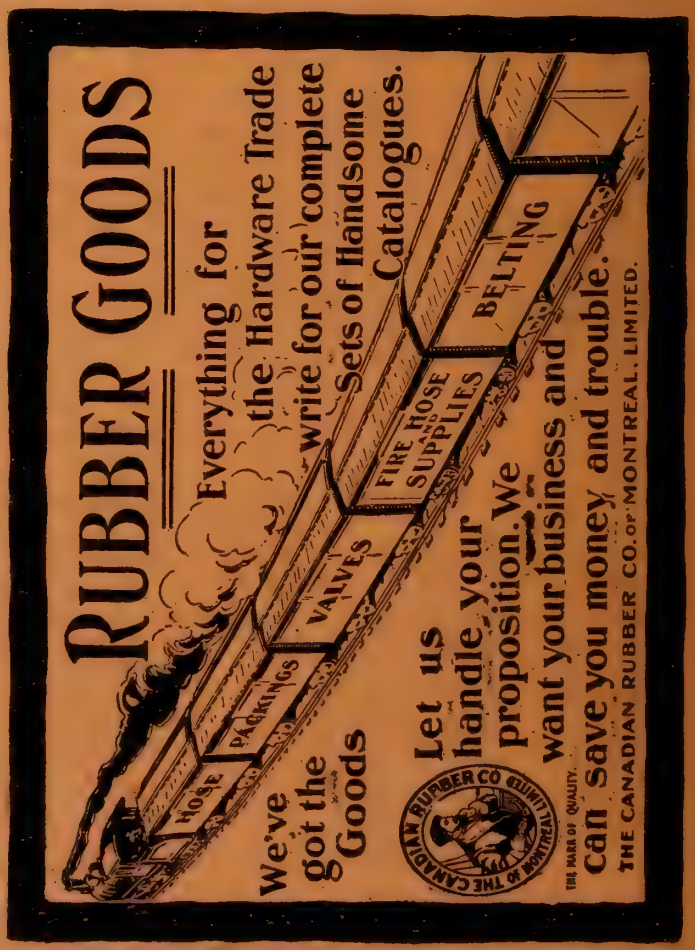
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"QUEEN'S HEAD"—softest and flattest made
"SOUTHERN CROSS" — Dead flat, quality guaranteed

Also, good merchant quality, open and close annealed.

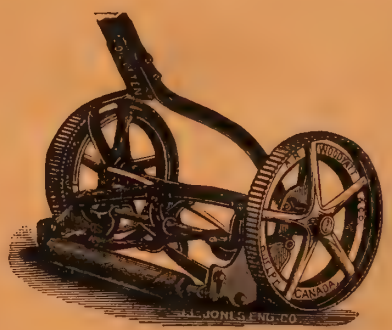
JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

MORE AND MORE!

Strange thing that the sales of our

Lawn Mowers



grow bigger every year—that is, strange if you try to deny the fact that they are the best. A few dealers have never taken advantage of the "prestige" our goods give their store. It's not too late to seize the opportunity. We want you dealers to secure a copy of our **Catalogue.**

Just write us and we'll send one.

TAYLOR-FORBES COMPANY, LIMITED

The Largest Manufacturers of Hardware in Canada.

TORONTO: 1088 King St. West
Head Office and Works: GUELPH, ONT.
MONTREAL: 122 Craig Street.

See Classified List of Advertisements on Page 71.

LAWN VASES

AND

BENCHES

Have you seen the Fountain Lawn Sprinkler ?

Try one of the Comfort Lawn Chairs



No. 3 LAWN VASE
Height 24 in.

IRON LAWN BENCHES

4 and 6 foot



No. 114 LAWN VASE
Height 34 in.

FOLDING LAWN SEATS



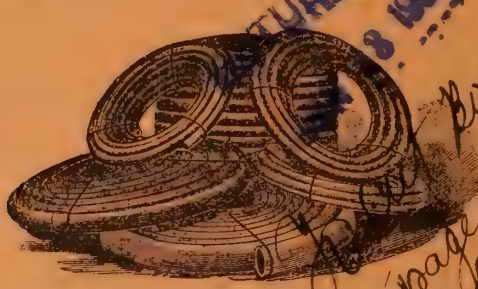
No. 6 LAWN VASE
Height 31 in.

LAWN SPRINKLERS

AND

GARDEN HOSE

HOSE REELS NOZZLES COUPLINGS



GARDEN HOSE. All Sizes

GARDEN TROWELS SHEARS BARROWS

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

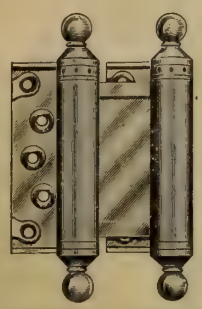
TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

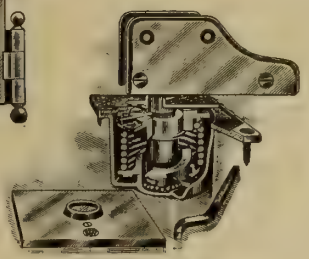
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

GET OUR PRICES ON

REVOLVERS

Harrington & Richardson. Iver Johnson

Sizes 22—32—38 Calibre

Hammerless

Never out of style. Always up to date.
The best is what you want.

THOS. BIRKETT & SON CO., LIMITED

OTTAWA, ONT.

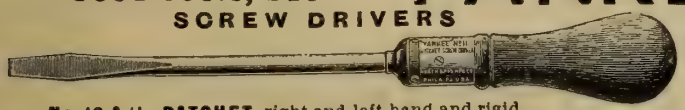
Other Tools are very Good Tools, but

"YANKEE TOOLS"

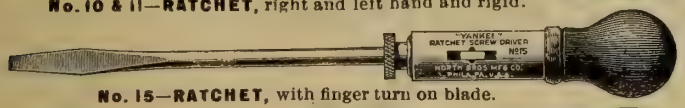
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

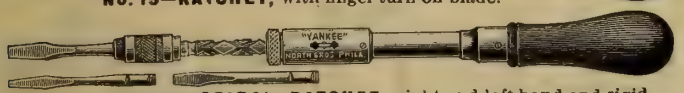
SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



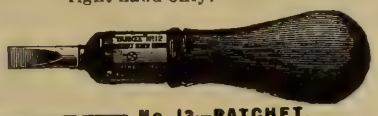
No. 15—RATCHET, with finger turn on blade.



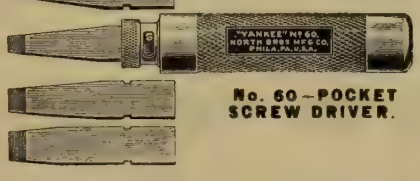
No. 30—SPIRAL RATCHET right and left hand and rigid.
No. 31— " " " (heavy pattern)
No 20 - " " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



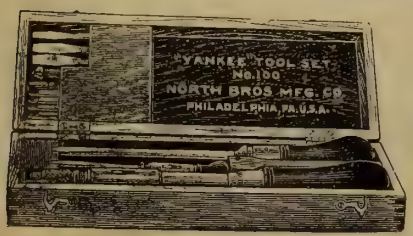
No. 12—RATCHET, with stub blade.



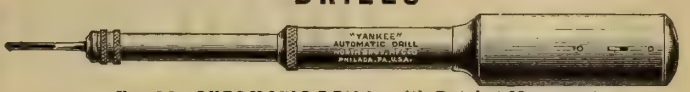
No. 60—POCKET SCREW DRIVER.



Countersink, for spiral ratchet screw driver.



DRILLS



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the North-west.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

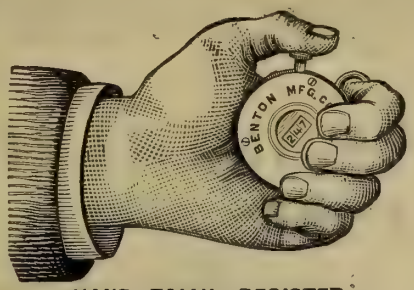
Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

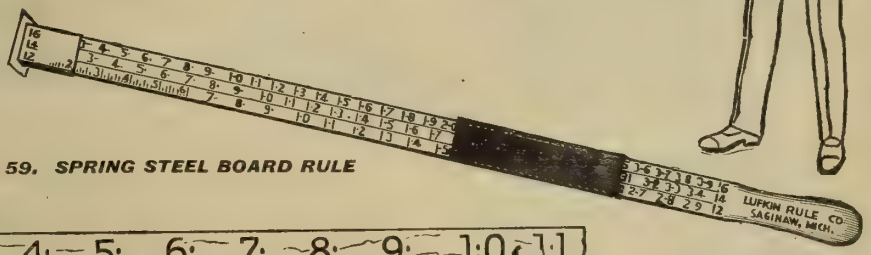
TORONTO

A GOOD RULE TO FOLLOW



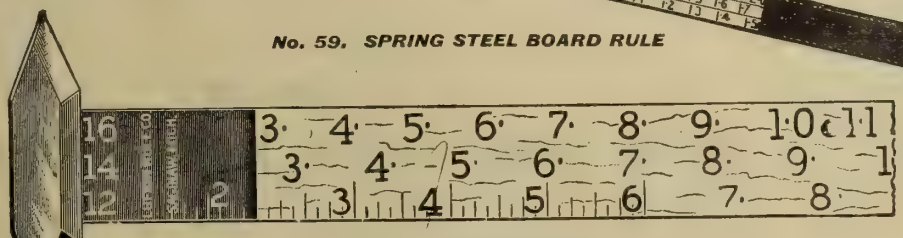
HAND TALLY REGISTER. TALLIES FROM 1 TO 1,000. CAN BE SET TO ZERO AT WILL.





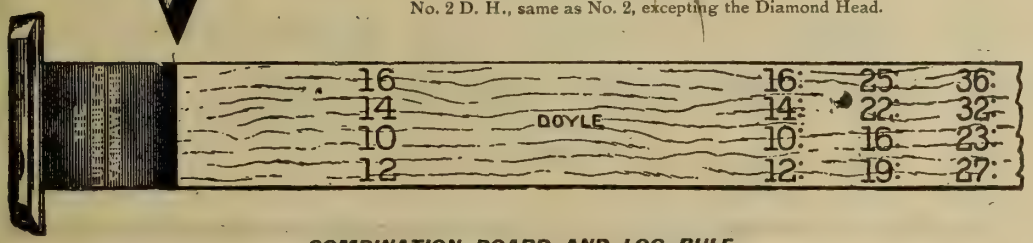
No. 59. SPRING STEEL BOARD RULE

Steel Caps, Brass Shoulders, Selected Second Growth White Hickory.



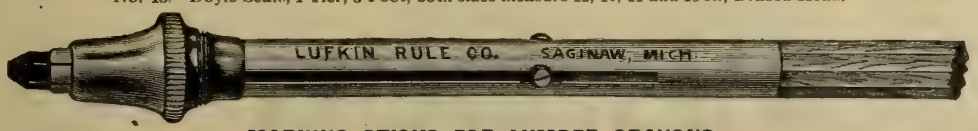
BOARD RULE

No. 2 D. H., same as No. 2, excepting the Diamond Head.



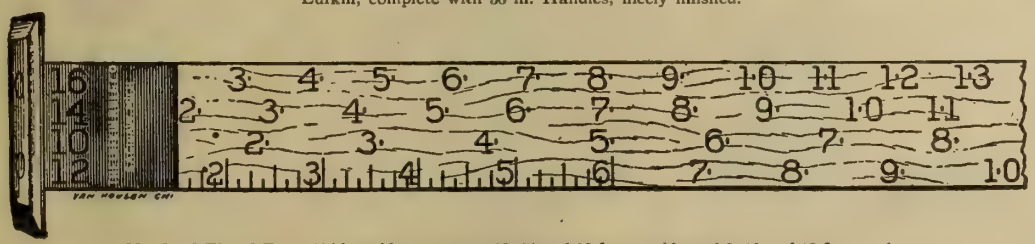
COMBINATION BOARD AND LOG RULE

No. 13. Doyle Scale, 4 Tier, 3 Foot, both sides measure 12, 10, 14 and 16 ft., Brazed Head.



MARKING STICKS FOR LUMBER CRAYONS

Lufkin, complete with 36 in. Handles, nicely finished.



No. 2. 3 Tier, 3 Foot, 1⅛ in. wide, measures 12, 14 and 16 ft. one side and 8, 10 and 18 ft. on other.
" 8. 4 " 3 " 1¼ " " 12, 14, 16 " 18 " " 8, 10, 20 " 22 " "
" 10. 5 " 3 " 1½ " " 12, 13, 14, 15 " 16 " " 7, 8, 9, 10 " 11 " "

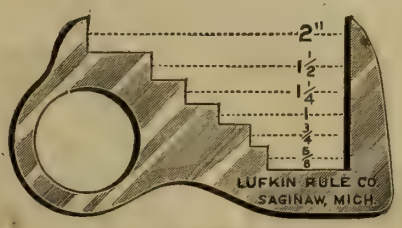
It's a good thing to try and distinguish your store from the every-day kind, but you can only accomplish this by stocking as far as possible goods that are not carried by the trade in general.

The Lufkin Line of Board and Log Rules

is such a line. It is also a line that is not cut to pieces as regards profit.

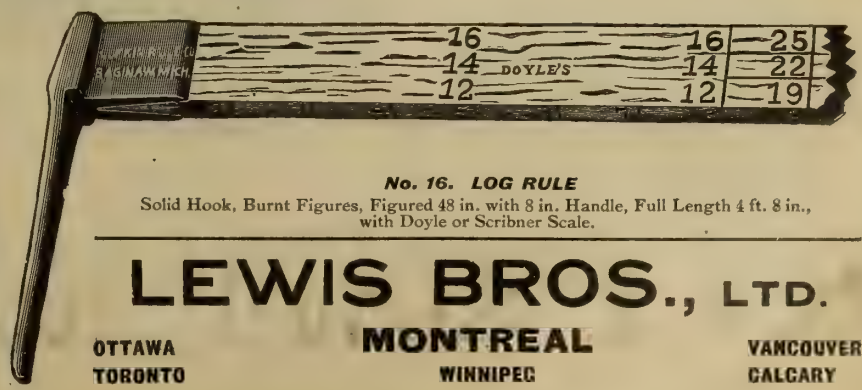
We have a well assorted stock of Lufkin's Board and Log Rules, also a full line of their Measuring Tapes in all qualities, linen, metallic, steel, etc.

For further particulars refer to our large catalogue, pages 156-159 and inserts.



No. 00. LUMBER GAUGE

For Measuring Thickness of Lumber ⅝, ¾, 1, 1¼, 1½, and 2 in., Nickel Plated.



No. 16. LOG RULE

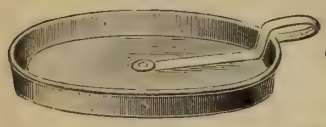
Solid Hook, Burnt Figures, Figured 48 in. with 8 in. Handle, Full Length 4 ft. 8 in., with Doyle or Scribner Scale.

LEWIS BROS., LTD.

OTTAWA **TORONTO** **MONTREAL** **WINNIPEG** **VANCOUVER** **CALGARY**

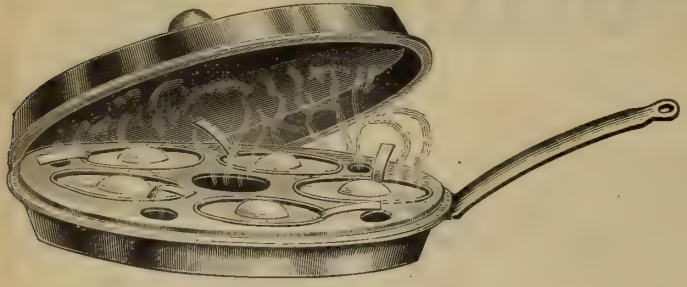
Davidson's Kitchen Specialties

PROFIT MAKERS



"EXCELSIOR" JELLY CAKE PLATE

Removes the Cake from the bottom. Cuts it out neat and clean every time.



Steam Egg Poacher

Turns out a dainty tempting breakfast in one minute.

EVERY HOUSEHOLDER NEEDS ONE.



ENAMELLED

Cereal Steam Cooker and Vegetable Boiler

Comprises four practical cooking utensils. Cooks Oatmeal by steam and makes it delicious.

TRY A SAMPLE LOT. *THEY MOVE QUICK.*

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG

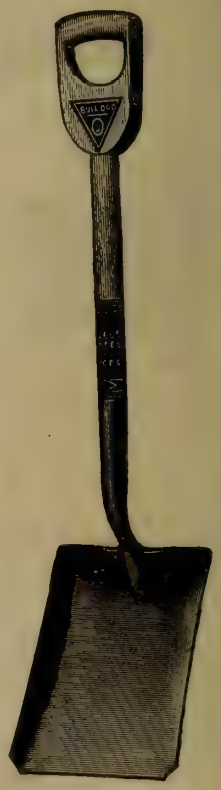


BULL DOG

SHOVELS and SPADES



Sectional view of finished one piece shovel, showing gauge of steel or thickness at different points.



Canadian Shovel & Tool Company

HAMILTON, CANADA **LIMITED**

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

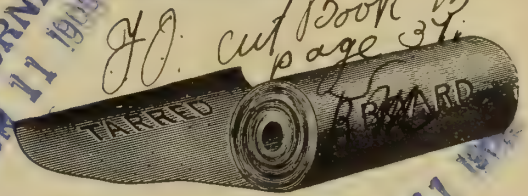
Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

BUILDING PAPER





	No.	Width	Per Roll
Dry Fibre Building Paper	1 and 2	32 in.	400 square feet
"Surprise" Building Paper (white sheathing)		32 in.	400 square feet

	No.	Width	Per Roll
Tarred Fibre Building Pape.	"	32 in.	400 square feet
	"	32 in.	400 square feet

CONGO ROOFING

CONGO NEVER-LEAK ROOFING

It's proof against water, acids, alkali, climate.

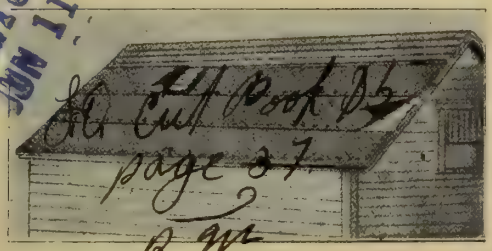
It's a most excellent fire resistant. It is odorless and will not taint water.

Easily and quickly laid by anyone.

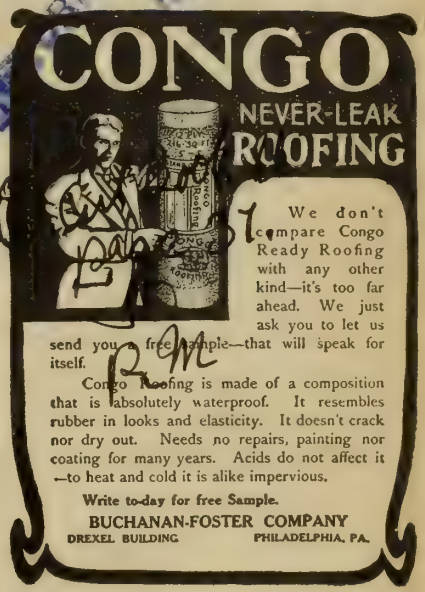
Suitable for flat or steep roofs.

Write for Booklet and Sample and learn more about it.

BUCHANAN-FOSTER COMPANY
DREXEL BLDG., PHILADELPHIA, PA.



Rain Proof
Air Proof
Climate Proof
Water Proof
Every Roll perfect



We don't compare Congo Ready Roofing with any other kind—it's too far ahead. We just ask you to let us send you a free sample—that will speak for itself.

Congo Roofing is made of a composition that is absolutely waterproof. It resembles rubber in looks and elasticity. It doesn't crack nor dry out. Needs no repairs, painting nor coating for many years. Acids do not affect it—to heat and cold it is alike impervious.

Write to-day for free Sample.

BUCHANAN-FOSTER COMPANY
DREXEL BUILDING PHILADELPHIA, PA.

Congo Roofing is easy to apply. Skilled labor is not necessary. You don't have to hire an expert to help. If you can drive a nail you can do all the work that is necessary. The directions for laying are simple, and it is hard to make a mistake. Every roll comes complete with plenty of nails, cement and caps. There is nothing else to pay for. The roofing is all ready to put down. Just rip off the wrapper and lay the Roofing on the building.



People who buy Congo Roofing for a building once, don't buy any more in after years—for that building, because it is THERE TO STAY, although the roof costs but little. They do buy more for their OTHER roofs. Everyone who tries Congo is soon a convert, and he becomes more enthusiastic the longer he waits for the roof to wear out.



ASBESTOS BUILDING PAPER

Thin, about 6 lbs. to 100 square feet, 36 inches wide.
" " 8 " " " "
Medium, about 10 lbs. to 100 square feet, 36 inches wide.
Heavy, " 14 " " " "

CONGO ROOFING

Thickness	Width	Weight of 108 Square Feet
1-ply	36 in.	35 lbs. per roll
2-ply	36 in.	43 lbs. per roll



ROOFING FELT

	Width	Weight
Tarred Roofing, 7, 10, and 16 ounces	32 in.	about 50 lbs per roll.
Ready Roofing, 2 and 3-ply,	36 in.	"

(With or without wire edge caps, nails and cement)

We will be glad to quote you Prices on the above.

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

Our Prices are Right — Factory: Dufferin Street, Toronto, Ont. — We Ship Promptly

We notice the merchant who is always working for trade seldom complains of the lack of it.



JOHNSON'S
PREPARED WAX

The best for the least is the end we are constantly striving to reach.



JOHNSON'S
PASTE WOOD FILLER



JOHNSON'S
FLOOR RESTORER

You need these big sellers if you are in business to make money.

THE HOBBS HARDWARE CO., LIMITED

LONDON ***TORONTO***



HAVE YOU A WEDDING GIFT TRADE?

Some hardware stores do a considerable business in wedding gifts, and, when you come to think of it, the average hardware store stock contains many articles suitable for gift purposes. But, are you doing your share of the trade?

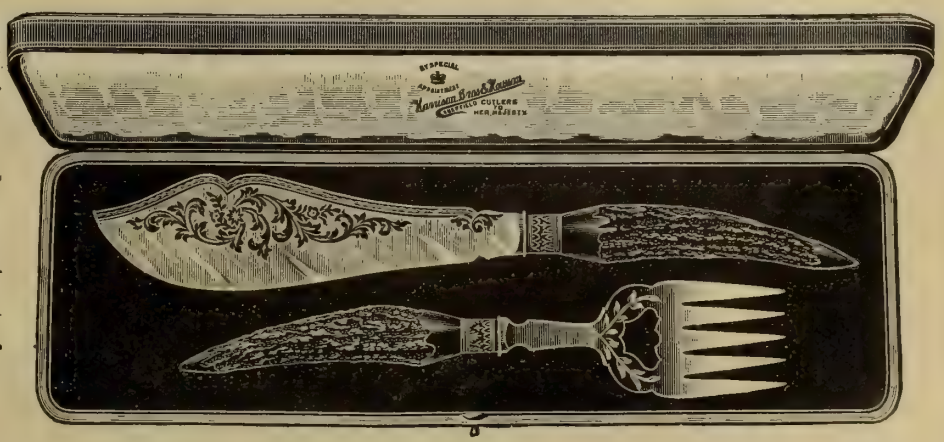
It depends on whether you have the goods and display them attractively. Why not devote a small space in your counter or wall show cases to plated ware and table cutlery?

Change the arrangement of your display frequently, and keep the right goods and the profit from sales will be enough to pay your rent.

This cabinet is filled with Harrison Bros. & Howson's cutlery and plated ware, and contains 95 pieces. We can give a choice of 3 grades of the same makers' goods in the case or out of it and in any quantity desired. The oak case is made in Canada, seasoned to our climate and will not crack.

We have sold Harrison Bros. & Howson's cutlery for 25 years, and it has given constant satisfaction.

We can quote you interesting prices if you will let us, or ask our travellers.



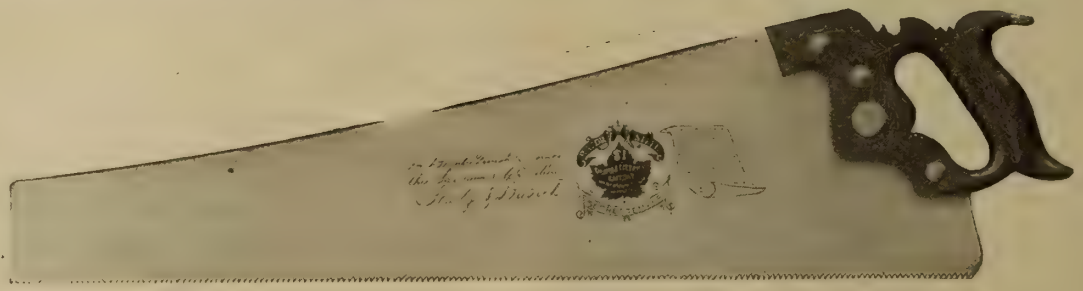
FROTHINGHAM & WORKMAN, LIMITED

1809 WHOLESALE HARDWARE AND IRON MERCHANTS 1906

MONTREAL, CANADA

Canada Leads the World in the Manufacture of

HIGH-CLASS SAWS



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

THERE IS

MONEY IN GUNS

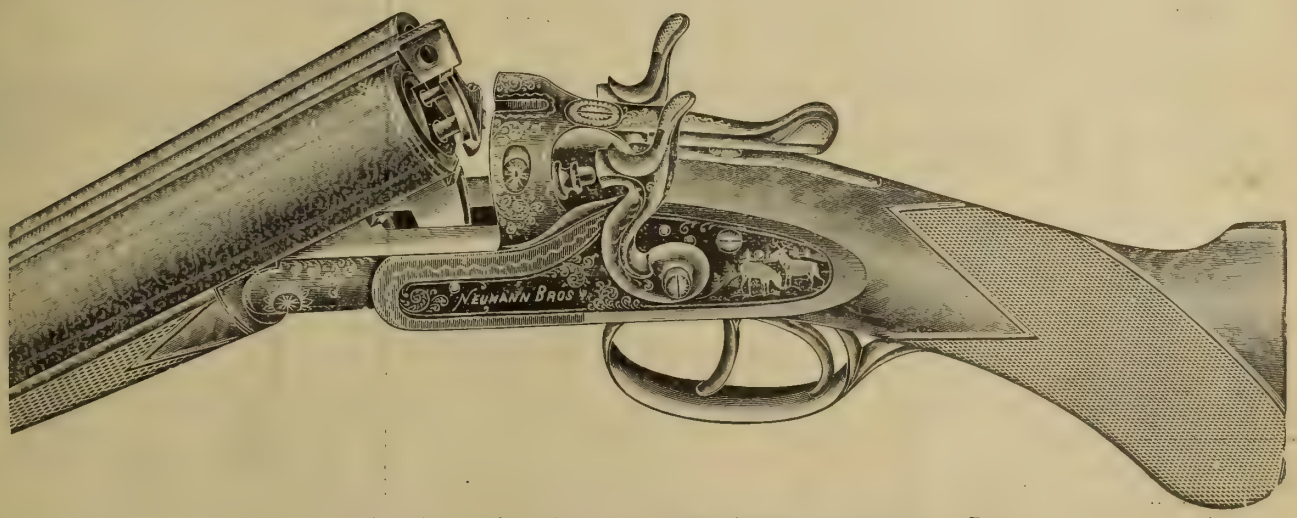
when you have the right kind and a proper variety.

GUNS THAT SELL



YOU WILL MAKE NO MISTAKE IF YOU KEEP A FEW REMINGTONS

No. 570 is a favorite this year. We have it in three grades. Grade No. 1 has Decarbonized Steel Barrels; No. 2, Fine Twist Barrels; No. 3, Damascus Barrels.



THE CELEBRATED NEUMANN BROS. GUNS

cost no more than other imported guns, but their superior finish is worth looking into.

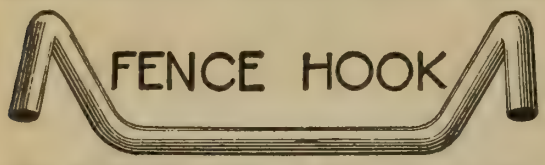
CONSULT OUR BLUE BOOK FOR PRICES

Add a few WINCHESTER RIFLES to your order and address it to

Caverhill Learmont & Co

AT MONTREAL, OR WINNIPEG

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

TRADE MARK

This design a guarantee of quality.

Heavy Red-Brown Wrapping

FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.

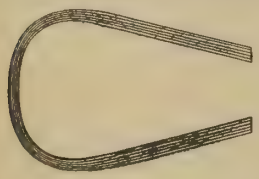
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ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of HUBS, SPOKES and BENT GOODS

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STOVES, FURNACES, HOT WATER BOILERS, RADIATORS AND ALL HEATING GOODS.

ENAMELED BATHS, LAVATORIES, SINKS, CLOSETS, BRASS GOODS AND ALL PLUMBERS' SUPPLIES.

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GRANTED 1682

World's Best Cutlery

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are unequalled for cutting and wearing qualities.

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The "Jaxon" Lamp Bracket



Pat. July 26, 1898.

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflector.

Reflector is movable, permitting light to be thrown in various directions. The safe lamp fount is held secure by the spring of the wire. Finished in bright lustre.

Jaxon Brackets and bright tin reflectors, without founts, burners or chimneys, 65c. per dozen, retail.

Jaxon Brackets and reflectors, with founts, $1.20 per dozen.

This lamp akes a "B" Burner and Chimney.

Founts shipped 6 doz. in package.

No charge for packages.

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Buy the Best.



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Sash Cord.

Star Brand Cotton Rope

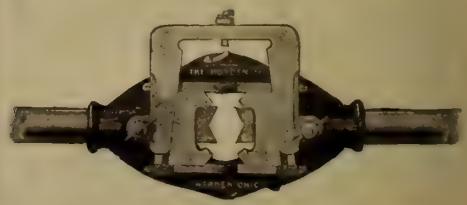
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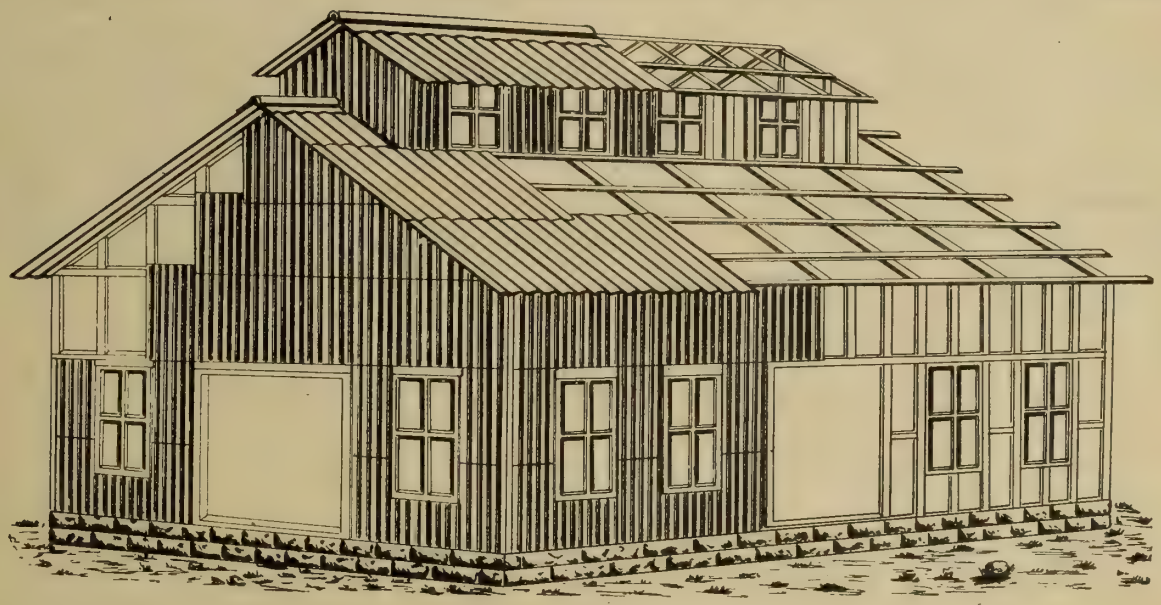
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PEDLAR'S CORRUGATED IRON is made on a **38,000-pound Press** (the only one in Canada), one corrugation at a time, and is guaranteed true and straight to size.

We carry a **600-ton stock in Oshawa, Montreal, Ottawa, Toronto and London,** and can ship ordinary requirements the same day order is received.

Made in 1″, 2″, or 2¾″ corrugations in sheets any length up to 10 feet, in 28, 26, 24, 22, 20, 18 gauge, both painted and galvanized.

This class of material is most suitable for fireproofing **Factory, Mill, Barns and Warehouse Buildings,** and is water and wind proof.

Corrugated Ridges, Lead Washers and Galvanized Nails carried in stock.

Send specifications to your nearest office for catalogues and prices.

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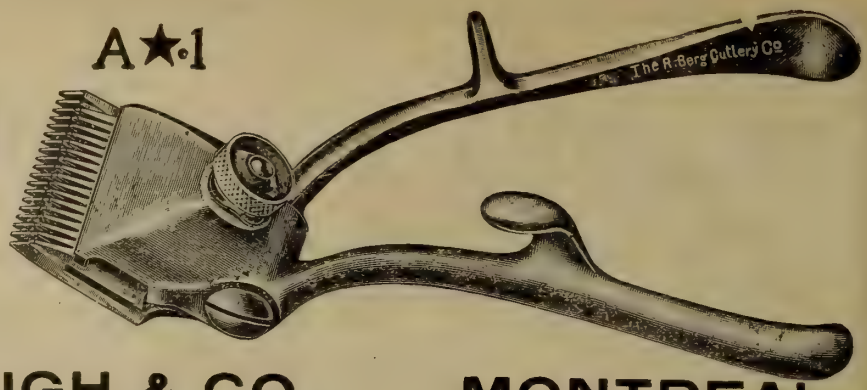
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The MARS TOILET CLIPPER

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The most practicable, satisfactory and neatest Clipper in the market.

Ask your jobber for same.

THE R. BERG HARDWARE CO.

F. W. LAMPLOUGH & CO., - MONTREAL

IMPLEMENT MANUFACTURERS!

Do you use ***SPRINGS?***

Do you wish good ***VALVES?***

Then send your specifications to

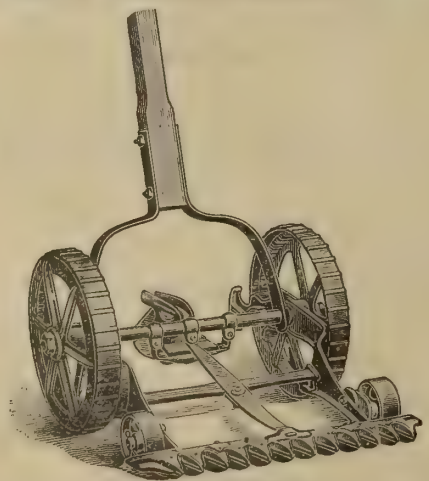
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ALL KINDS OF WIRE AND SPRINGS

Clipper Lawn Mower Co.

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Manufacturers of Hand and Pony Mowers, Also Marine Gasoline Engines, 2 to 8 H.P.



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That will Kill all the Weeds in your lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear.

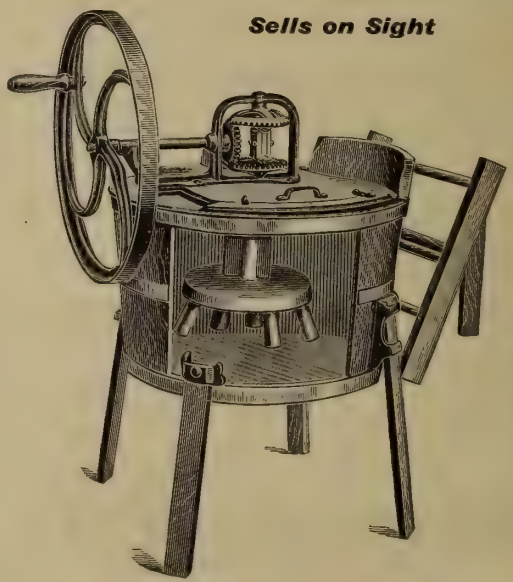
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No. 1—12 in. Mower - - - -	$4 50
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Pony, 24 " " - - - -	13 50

Please send Draft or Money Order and we will ship the day the order arrives.

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Most up-to-date Washing Machine on the market, and attractively finished. Circulars and prices sent by return mail.

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50 PIECE COMBINATION

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Our prices cannot be beaten. Better let us send you quotations.

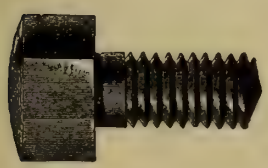
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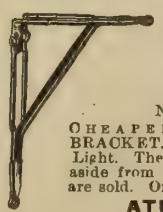
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Tinners' Snips, etc.



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Will Hold up a Shelf

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

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SEYMOUR SHEARS

HAVE BEEN THE

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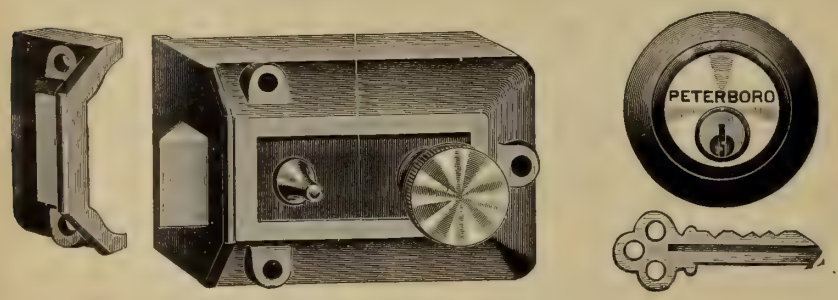
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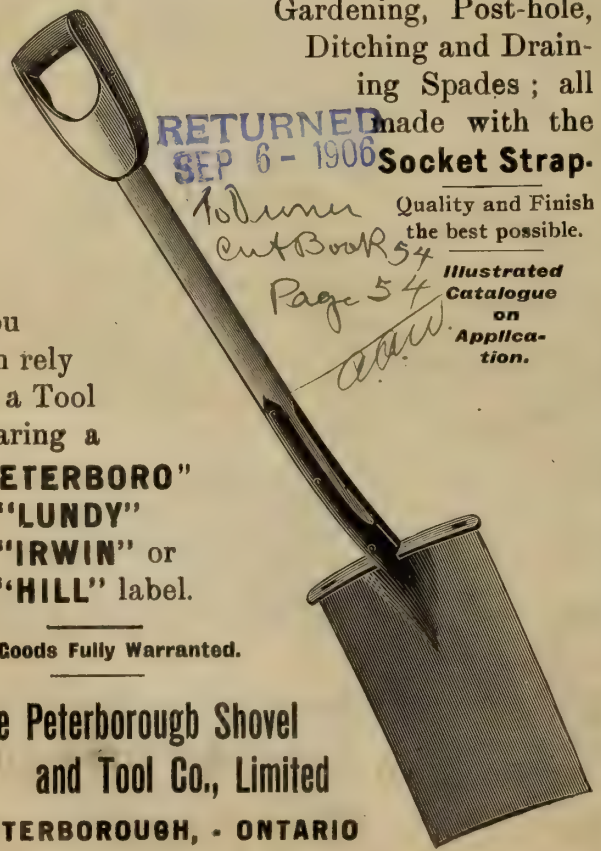
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Peterborough, Ont.

Manufacturers of all kinds

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Sold by all Leading Jobbers in the Dominion.



Gardening, Post-hole, Ditching and Draining Spades; all made with the **Socket Strap.**

Quality and Finish the best possible.

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"VICTORIA" Household Refrigerator

Is Our Standard.

Perfect Ventilation,
Carefully Insulated,
Superior Finish,



Trimmed with solid Brass Hinges and Locks.

Silver Medal: Quebec Exhibition.

Diplomas: Ottawa, Montreal and Toronto.

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No. 106

Absolutely Noiseless Adjustable Track

Brass Bushed Roller Bearings

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Our signs will help you to do it. Nothing drives away trade quicker than an uninviting store front.

Our signs not only brighten your store, but are the best advertising medium used to-day.

Have you ever tried the effect of Show Card advertising in your store windows? If not, it will astonish you.

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JOHN SHAW & SONS

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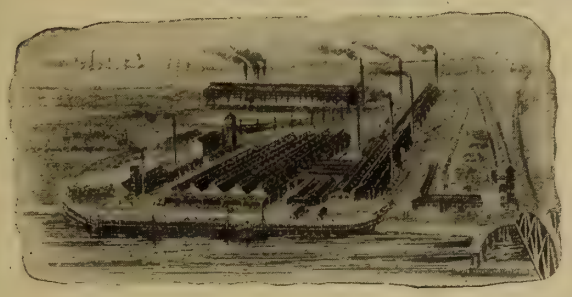
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COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

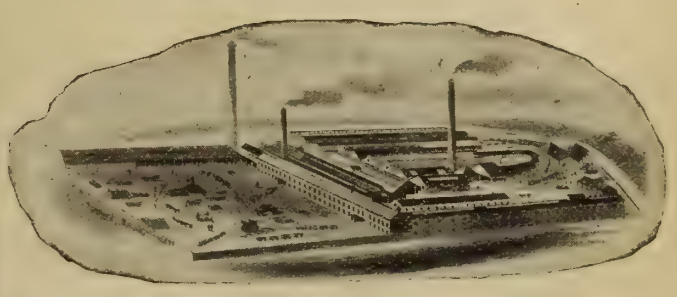
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John Summers & Sons, Limited

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Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



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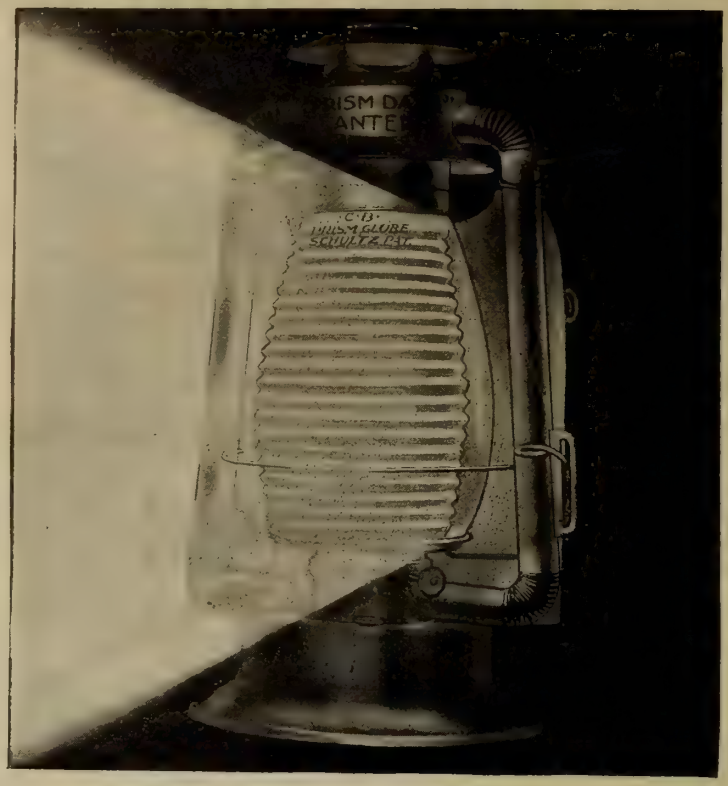
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We are the largest makers and give you the

MAXIMUM QUALITY AT MINIMUM PRICES

Agent: F. Hankin, Montreal

50 % More Light



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SCHULTZ PATENT

PRISM DASH LANTERN

The most modern Cold Blast Lantern ever offered to the Canadian trade. Fitted with "Patent Prism Globe" and White Enamelled Reflector. ***An Ideal Lantern*** for Carriages, Waggons, Steamboats, Warehouses, Contractors, and Railroads, etc. Packed ½ doz. to case.

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are packed 1 and 3 doz. to crate, and will fit all Dash Lanterns taking a Cold Blast Globe.

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BABBITT METALS

"IMPERIAL" 40c per lb.
No. 4 - 7c per lb.

"IMPERIAL"—No engine too large or particular but this metal will serve.

No. 4—Our lowest metal, for much light work is excellent value.

If you want to know what we know, let us know what you want to know.

We are Babbitt Specialists

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when you know how.

ACETYLENE

yields the cheapest, safest, and best lighting for stores, offices, workshops and factories. Brilliant and penetrating as sunlight, but soft and steady.

We'll send full information on request.

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100 CANDLE POWER



½¢ PER HOUR

AUER GASOLENE LAMP
Gives more light than
10 COAL OIL LAMPS, 6 ELECTRIC OR 5 ACETYLENE LIGHTS, AT A LOWER COST THAN COAL OIL.
Each lamp makes and burns its own gas. No wick, no dirt, no grease, no smoke, no odor.
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Manufacturers of

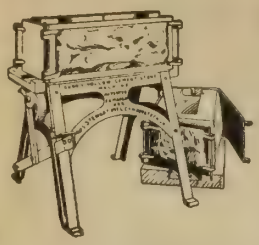


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SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

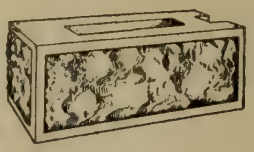
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INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



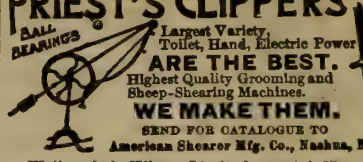
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PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

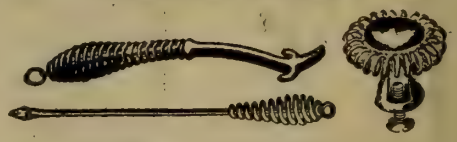
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First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

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LIQUID METAL POLISH

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Royal Compo

For polishing old harness, etc. Royal Compo makes a brilliant jet black Waterproof Polish. Improves the leather, and will not come off and soil the hands.

Sample and prices on application.

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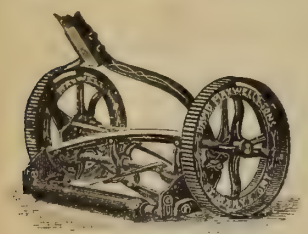
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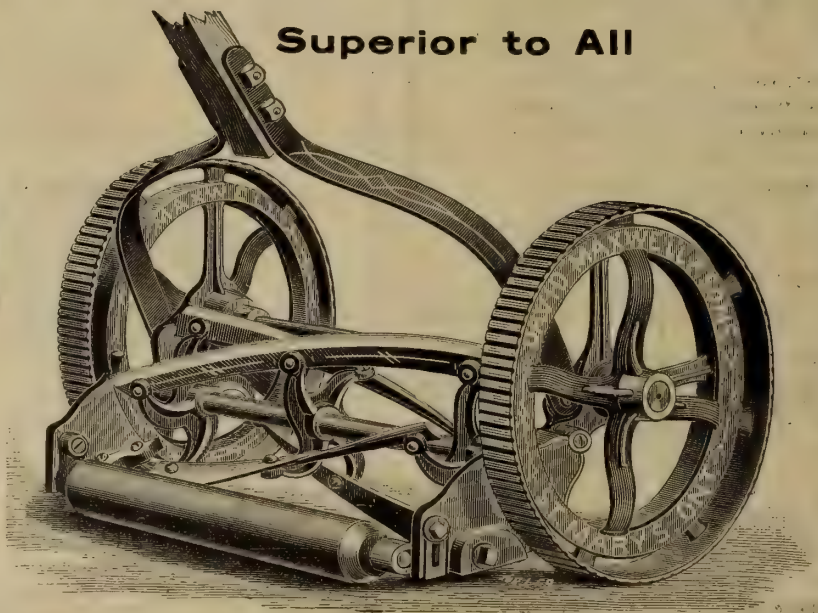
MAXWELL LAWN MOWERS

Maxwell High Wheel



0½ inch. 4 knives; from 12 to 20 inch; made with ordinary or patent BALL BEARINGS.

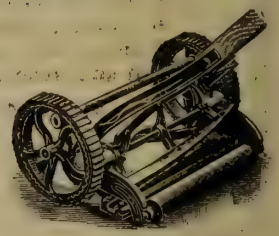
Superior to All



MAXWELL "GIANT" LAWN MOWER

11½ in wheel. Specially suited for BOWLING GREENS and LARGE LAWNS. Patent Maxwell Ball Bearing. 5 knives.
Made only in 21, 23 and 25 in. sizes.

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8 inch. 3 or 4 knives; made from 12 to 18 inch. Quality and weight considered, no other cheap mower approaches it for value.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality

WRITE US DIRECT

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IN

Brass, Copper, Steel, Etc.

All sizes of perforations and thickness of metals for

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Grain Cleaning Machinery,
Bee Keepers,
Malt Kiln Floors, Etc.

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LIMITED

HAMILTON, ONT. MONTREAL, P.Q.



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Keep the following Points of Merit in mind regarding

DILLION HINGE-STAY FENCE

1—The Dillon has no locks to rust, break or come loose.
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7—The Dillon is less expensive than other wire fencing of similar weight.

You, of course, have the "Dillon" in stock.

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Winnipeg Storage
in BOND or FREE

For all kinds of Merchandise.
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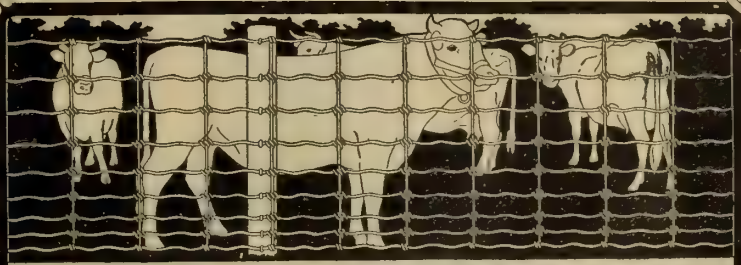
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Wholesale Brokers and Warehousemen
WINNIPEG CALGARY EDMONTON

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Hardware Dealers

As Agents for

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Window Guards,
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Railings, Etc.

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You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

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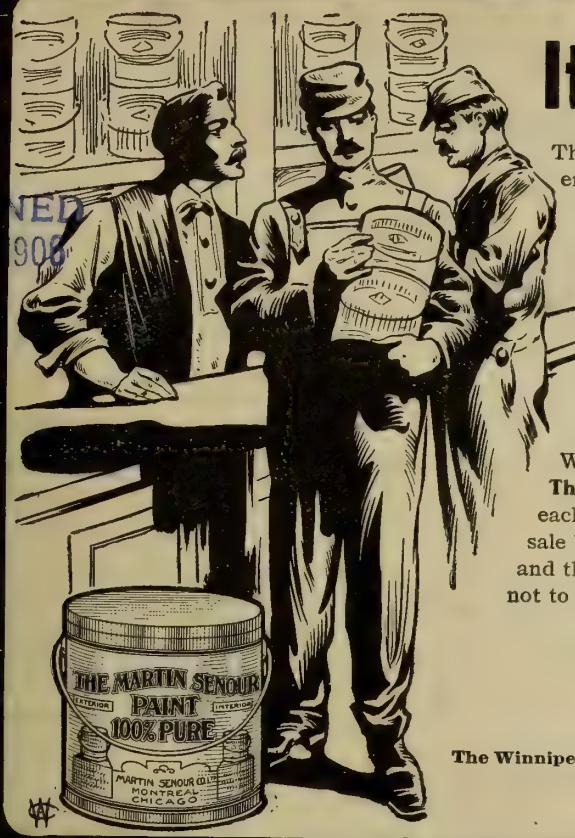
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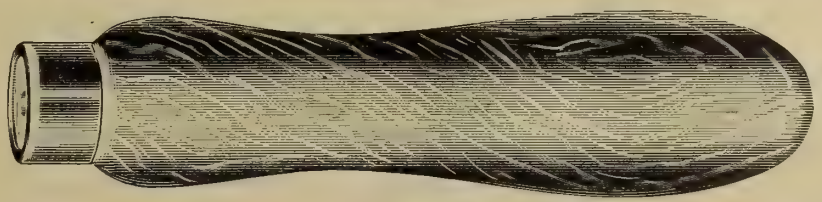
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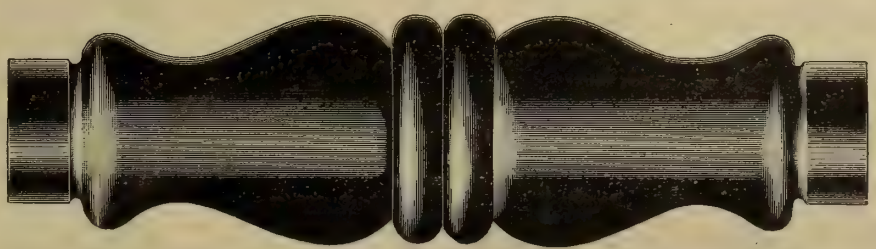
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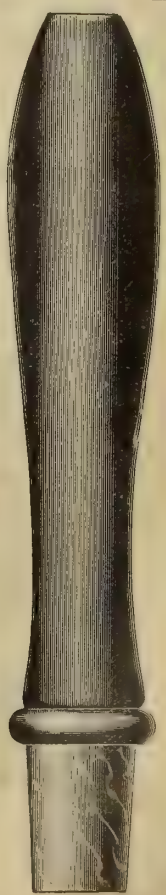
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No. 68—KNOB



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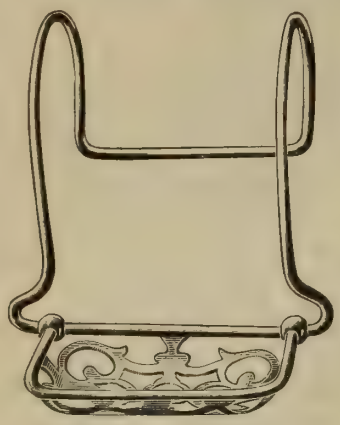
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We want this dish to go with every bath you instal.

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You must have noticed that some buildings have darker interiors than others.

You must have noticed that buildings which hitherto had dark interiors have been "changed" so as to get more light.

You must have noticed on the street level, squares of glass diffusing daylight through a basement.

Well, there are always some buildings with dark interiors, always some buildings being renovated, always some evidence of

MAXIMUM LIGHT GLASS

efficiency.

Now, if you had to go to a great deal of trouble to sell this glass it would be foolish of us to ask you to buy it. But that's just your vantage point.

Even if you don't budge from your store you are bound to get business. And **remember: the price of MAXimum Light Glass is the same as that of ordinary sheet prismatic glass.**

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You will increase your business handling the

MONTREAL BEAUTY NIGHT LAMP

Used in preference to gas and electric light for halls, bedrooms, bathrooms, cellars, etc. It gives a beautiful soft light, burns coal oil, **costs but ¼c. per night**; one filling will burn 40 hours without odor. Size 4 inches by 6 inches. Retail at 75 cts. Liberal discount to the trade. Correspondence invited. Agents wanted.

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SATISFACTION

is what the buyer seeks and the conscientious maker aims to give. You want your customers to be satisfied, and when you can sell them the very best sifter at practically the same price as the very worst sifter (and get as good as profit for yourself), well, you are not going to sell the worst sifter!

Resolve to clear out all the wooden fellows and put in their place

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Booklet, that can be read in short time, sent from our office on word of command from you.

C. M. CUTTS & CO.

Sole Makers, - TORONTO JCT., ONT.



When a man asks for a pump he means he wants the best, and of course everyone knows that

McDougall Pumps Are Standard Pumps

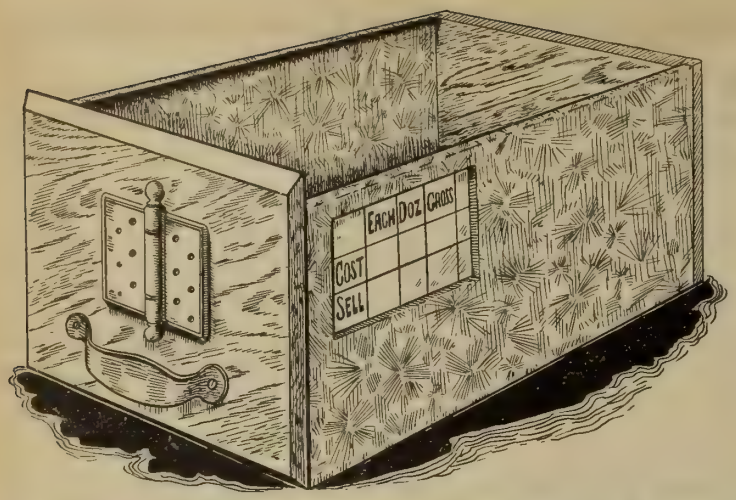
Do not disappoint your customers, because a second hand Pump on your hands is about as good stock as a last year's bird's nest.

Remember, here it is Quality first, with price to suit.

A lot of reading matter for the asking.

The R. McDougall Co., Limited

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The Bennett Metal Shelf Box Has

1. **METAL SIDES** This saves at least 20 per cent. shelf room ; makes a stronger box and is cheaper than wood.
2. **OAK FRONT** Hard oil finish, and bevelled, the goods are displayed on the front of the box and in this way the sales are increased.
3. **LIP . . . .** Note the lip on the front of the box, this lip fits tight against the shelving and keeps out the dust.
4. **PRICE CARD** This card is inserted in a depression and never becomes soiled.

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Nearly every Hardware Merchant wants to buy or sell something, or wants to know something which his fellow Hardwaremen can tell him.

He cannot meet them all together and make the announcement he would like to make, but he can reach them all for the small sum of twenty-five or fifty cents through

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McDermot Ave. E., Winnipeg, Man.

ANTIMONY AND ITS USES

By James G. Lorriman

In view of the ever-increasing consumption of antimony, and the threatened depletion of the world's supply, it seems remarkable that there are very few men, even in the business of selling that metal, who are familiar with its nature. But now that its price has reached four times the normal quotations a greater interest in the subject is being aroused, and an anxiety is shown to learn more about antimony in order to more thoroughly understand market conditions.

Antimony is a white and very brittle metal which, so far as known, is not used in the pure state, but is valuable as forming several valuable alloys and compounds. It is a peculiar product, as deposits of the crude ore are not found in the same way as lead, silver and the other better known metals. Antimonial ores are not deposited in strata which can be traced and their probable output estimated. On the other hand, they are discovered in mere pockets, which are liable to play out at almost any time.

Nature of the Ore.

The chief ore from which antimony is derived is the sulphide, which is known as stibnite or grey antimony, and which, when pure, carries 71.4 per cent. of metallic antimony. A considerable proportion of the world's output is also furnished by another ore, called stibiconite, or antimony ochre, which is an oxide, and contains 74.5 per cent. of antimony. The process of smelting and refining these ores to produce antimony regulus, the standard form in which the mineral is used, is a very complex and expensive one. It depends very largely upon special conditions, which prevent the exploitation of some small deposits of the ores in countries other than those which now furnish the chief basis of supply.

Sources of Supply.

The largest known deposits of antimony are in Spain, Portugal, and certain parts of South America. There are some small deposits of ore in Nova Scotia, but these have never been exploited. The Chinese have not been mining their ores for some time past, consequently it has been difficult, if not impossible, to purchase any quantities of the metal in Japan, practically all the Japanese antimony being refined from Chinese ore. Whether the wily Chinese are, for commercial reasons, husbanding their resources until prices have gone even higher, or whether their deposits are actually playing out, is something that Europeans have been unable to find out. It would not be surprising to learn that this latter is the case, for beyond a doubt all the other known deposits of antimony are being very rapidly exhausted, and already an end to the supply is seen. As a matter of fact, the production in 1905 was more than fifty per cent. lower than in 1904.

No substitute for this metal has ever been devised. As has been shown, the visible supply is being depleted at an alarming rate, and to accentuate the difficulty many new uses for the metal are being found. The whole question now hinges on the possibility of discovering new deposits of the ore. The pockets have not only to be found, but also developed, so that at the least another year must elapse before the present situation is relieved.

Uses of Antimony.

As has been mentioned, antimony is used solely in the form of alloys and compounds. Its chief importance arises from the fact that it hardens lead and kindred metals. It is largely used for britannia, pewter, babbits, and type metals, perhaps the largest proportion being consumed in these products. But increasing quantities are being purchased by the leading governments for war ammunition purposes, including the manufacture of smokeless powder and the hardening of bullets. The Japanese used large quantities during the recent war, and a severe drain was made upon the market within the past few weeks, when the Russian Government placed orders for about six hundred tons.

Besides the uses mentioned there are also several methods of employing antimony which, however, form only a small factor in the situation. For instance, tartar emetic and antimony salts, well known for their medicinal properties, are products of this metal. Furthermore, antimony trisulphide is used somewhat for painting, forming, as it does, a flame red pigment known as antimony cinnabar. Antimony pentasulphide, another form of the metal, is employed in vulcanizing rubber, and gives a red color to the product.

Antimony Prices.

In considering the figures quoted on antimony since the year 1900, we have all the more cause to wonder at the remarkable flight which began last Fall, and has not yet reached its limit.

The current price in Montreal for January, 1900, was 10¼c., with the market very quiet. During the next several months conditions were slightly better, and 10¼c. was the price quoted. The latter part of October developed a little flutter which sent the price to 11 and 11½c., but it declined to 10c. in November, and the year closed with this figure ruling.

In 1901 the situation throughout was even quieter than in the preceding year, the price of 10c. being maintained steadily, with the exception of ½c. advance in April. The year 1902 opened with quotations still 10c. per pound. In October the market weakened, and the price declined to 9½c., while November witnessed another slump of ½c. A temporary recovery to 10c. was effected in the early part of December, but 9c. was again the price quoted at the end of the month.

In the year 1903 the price of 10c. was steady during the first half, but a falling off occurred during the closing months, so that January, 1904, showed a price of 8c. In May a slight weakening was noticed, the minimum price declining to 7⅞c., which became the ruling quotation in June. Another drop in July resulted in a price of 7½c. being given, and this was maintained until the middle of November, when a startling advance in the Old Country boosted the Canadian quotation to 9½c.

The opening months of 1905 showed little change in this price. In February the price given was 9½c., and there it remained until May, when there was a decline of ½c. About the middle of June the beginning was made in that period of advancing prices which still continues. Prices climbed steadily until September, when the record price of 16c. was obtained. A temporary weakness then developed, quotations falling off to 14⅜c., and finally to 14c., which was the figure quoted at the close of the year. At the very beginning of the present year figures began to soar, and a steady upward movement has been continued ever since. The price now is hovering around 30c. per pound—just about four times the figures quoted but two years ago.

Nor can we hold out much hope of altered conditions in the near future. Even if new ore deposits are found promptly it will take at least a year to develop them, and in the meantime prices must be arbitrary and well nigh prohibitive. No orders are now being taken by the leading Canadian merchants for delivery earlier than September, and even at that the import price is such that jobbers will still be compelled to ask from 30c. a pound up. Indeed, very little surprise will be felt if 35c., or over, is reached.

CATALOGUES WANTED.

H. A. Gilbert, of the Windsor, Essex & Lake Shore Rapid Railway, Kingsville, Ont., writes us stating that he would be glad to receive catalogues from manufacturers of pipe and fittings, supplies, etc. Mr. Gilbert's company will shortly begin the construction of a large power house.

A PI LINE THAT MADE TROUBLE.

The copy was illegible and the linotype man slammed in a pi line so that the proofreader would decipher the manuscript of the account of the wedding and make necessary corrections. For some reason this was not done, which is why the next day a determined looking young man with "bridegroom" stamped all over him and a tearful young woman who still had rice in her hat appeared at the office and demanded an explanation of a paragraph that read:

"Then down the aisle came the bride, who looked like ffipouxthnbgfdertyhnb."
—Ex.

STORE CARD WRITING

Many persons with a desire to learn the art of lettering never make the attempt because they are deficient in penmanship, and think it useless to try. Most card writers who with a brush create ideal script letters, write so imperfectly with an ordinary pen that few can with ease decipher it.

"Practice makes perfect." A careful perusal of this department, and frequent trials of the suggestions which will be given, will soon bring results that should prove encouraging to the most untalented.

Utensils.

The best artisans use the fewest tools. We advise the beginner to buy only what is absolutely essential, and advocate the purchase of the best tools. Pointed sable lettering brushes are the kind to buy. With proper care they outlast any three of the cheap kinds, and the work you can do with them will be perfect and clean edged. Buy one each of No. 5, No. 7 and No. 11. Although they are all pointed, they can be manipulated to do all kinds of flat lettering. The handle should not be longer than six inches. Cut off the surplus length, using a pen knife. This set of brushes, once used for water colors, should never be used for oil colors. A palette knife is the only tool needed for mixing colors, and lettering brushes should never be used for mixing. Some brushes with proper care will last two years, so it is worth while getting the best grades.

Brushes should always be washed out thoroughly in water after using. All surplus moisture should then be squeezed from the brush by gentle pressure, sliding the thumb and forefinger towards the brush point. This will make your brush outlast any three of those carelessly handled. Never allow color to dry on the brush, always wash it out in water. Do this each time you are disturbed, and never allow the brush to stand upright leaning against the hairs, but be sure to rinse it and lay flat on your table.

When using colors that require mixing, the palette knife, which is made of very elastic steel, should be moved quickly from side to side, alternating at times by giving it a rotating motion, all the while giving it a fairly gentle pressure against the flat glass, marble slab, or plate on which the color is being mixed, and occasionally using the edges of the knife for scraping and gathering the paint, until it is thoroughly ground and mixed. A palette knife should be about the size of an ordinary table knife, though smaller ones can be used. The trowel-shaped kind is thought to be preferable. A flat cork is sometimes used for this purpose.

Two glasses or cups of water should be provided, one for washing out the color as much as possible, and the other for giving the brush its second clean wash.

Pens and Brushes.

Now we want at least two each of the flat Nos. 1, 2, 3 and 4 stub pens. The life of a pen when in constant use is one or two days, although two or three are sometimes necessary for one day's work. Two music pens should also be provided. Music pens have three points, but look exactly like any other pen until one presses down the point, which has two slits instead of one. These pens are used for small script letters, especially when white paint is used, and for "truing" or finishing off various kinds of irregularities or incompleted angles on letters that are written partly with the flat pens or brush. A soft pencil, two ordinary penholders, a few pieces of white chalk, a long ruler, a piece of very soft rubber, called sponge rubber, four thumb tacks, or Moore's push pins, some mucilage, besides any kind of color that may be desired by the learner, and a rag for wiping the palette knife and pens, and another for wiping cards and to use for pasting, as we shall explain later, will complete your outfit.

Dry paints that are mixed with water and mucilage are used for show cards. There are many kinds, but the learner should at first use only black, though any color may be used. To prepare it for lettering take a quantity and soak it with alcohol. This "cuts" the paint (loosens it). Now take enough mucilage to thoroughly mix it, by using a palette knife or cork, into a thick mass, gradually adding more mucilage until the paint is as thick as heavy syrup. Then from a water bottle having a cork with a quill through it, or the kind used as a catsup bottle, add a little water at a time, so that the paint does not become too thin. For pen work the ink must be only one-third as thick as for brush work. An ordinary ball of wash bluing, carefully mixed and thinned as described, will answer the purpose for practice, but will not satisfy as you gain proficiency.

Another paint that is all prepared, excepting that it has no "sizing," i.e., mucilage or glue, and which is also used by fresco painters, is called "distemper." It is sold in glass jars, with tin covers, and is already mixed with water, so about one-quarter inch of water should always cover the upper surface to keep it from becoming hard and lumpy. Fresco painters add dissolved glue (for sizing) to these distemper colors to keep them from rubbing off. You can take some paint from the jar and add only mucilage, mixing it thoroughly, and use it on show cards.

Still another show card paint is letterine. It is always ready for use, needs only a little water added when too thick, and dries rapidly with a gloss. Letterine can be had in white and all colors, and can readily be mixed to form any shade or tint. White letterine for grey or black cards "covers" better than any other paint, being solid and opaque. For outlining and for pen work use two parts of letterine mixed with one part of water. After the outline is dry fill in with pure letterine. Two ordinary glass inkstands, with covers, will answer best for this purpose. In green, red, blue and purple, letterine is of unusual brilliancy, affording an opportunity for color display not readily obtained by the use of ordinary pigments, besides drying more rapidly.

Students should remember that merely to dip a brush into color is not all that is required before using it for lettering. It is necessary that the color should be properly distributed, and that the centre hairs shall be charged with as much color as the outside. After you dip your brush into the liquid, take a piece of smooth paper or cardboard, then wriggle the brush sidewise, gently drawing it toward you, on one side; do the same on the other side. Now relieve the brush of any surplus color (according to the work you have to do) by one or two gliding rotating strokes against the paper, and you are ready to write your line any thickness you please. There are no soiled dishes to wash when your work is finished, and if you are using letterine you will save much waste by observing this rule.

All rules are violated, but the writer can vouch for the desirability of following this method, as it not only gives the best results for controlling the shaping of the brush, but prolongs its durability. The brush should be charged with color frequently in the manner described. Do not wait until all the color is freed from the brush. In this way your edge lines will always be even, clean cut, and your brush strokes continuous, making your letters appear more symmetrical and artistic.

Brush Strokes.

Always make your brush strokes continuous. Never make short, choppy strokes. Gliding the brush on its point, with a uniform gentle pressure in one stroke downward, crosswise, slanting either from right to left, or left to right, is the proper movement for outline or script work. Expert writers of script, or complex scroll work, make most letters not disjointed in their composition in continuous strokes.

The most difficult branches of card writing are script letters and scrolls. These should never be used until the rudiments of lettering are thoroughly mastered. An expert scroll writer does his work so rapidly that it is barely possible to realize that he is performing the delicate and intricate task of designing beautiful curves.

For rapid, one-stroke letters the brush is well filled with color, which should flow freely from its extreme point. For flat brush work the strokes are more varied, first using the extreme flat edge of the brush in an almost upright position, and then from one-quarter to one-half its length. No matter now thin the stroke may be, the entire flat width of the brush must always touch the card.

Rapidity.

In order that you acquire confidence in yourself, and to aid your future efforts, it is advisable to execute work rapidly. Do not be over careful. Start in boldly. It will be somewhat discouraging for you in the beginning to see that your lines are crooked, of varied thickness, and seem almost impossible for you to control the brush. Try often, follow the instructions carefully, watch the original copy and guide lines each time you make an attempt to copy a letter, and you will soon be rewarded for your diligence. Practice makes perfect.

An airship which hovered for a time over Toledo, Ohio, gave a school superintendent of that city a poser to answer. He had unguardedly introduced the subject of the new invention in his talk to the school.

"I say, Mr. Parley," interrupted a small boy in the front row, "is the world liable to come to an end most any time?"

"Why, yes, I suppose so," said the surprised superintendent.

"Well, then, suppose a lot of us were up in airships when the end came, where would we land when we came down?"

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

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Executive—Alberta, A. E. Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.

Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.

Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association.

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto
Secretary—Weston Wrigley, 10 Front St. East, Toronto.

Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

Work of the Executive.

A large bill of fare awaits the executive committee for action at their first meeting in Toronto next Tuesday morning, but if any member of the association has anything to bring before the officers the matter will be taken up if it is received by the secretary in time.

Matters which will come up at the meeting of the executive next Tuesday are the items of freight classification and express rates. These are expense items which are met with every day by retailers, and any readjustment which can be secured by the association will mean a great saving to every dealer in the province.

Association Work in Ohio.

One of the congratulatory letters received by the secretary after the recent convention was from Frank A. Bare, secretary of the Ohio Hardware Association, who has won a reputation for aggressiveness and thoroughness in his work as secretary. Mr Bare was written to for advice, and replied that "One of the strongest reasons for the success of the Ohio association had been the loyal support of traveling men. They talk Ohio Hardware Association wherever they go, and do us great good. The grievance committee covers the entire state, and investigates all complaints made by retailers. This work is done usually by correspondence, and in the large majority of cases this committee has been able to settle matters to the entire satisfaction of all parties concerned. Our grievance committee consists of three members, two of whom are appointed by the president, and work in connection with the secretary, who is also a member of the committee. Ohio expects to have one thousand members for the Columbus convention in February, 1907."

Ontario Travelers Co-operating.

The traveling salesmen in Ontario have not been slow to see the advantage of doing all in their power to build up the membership of the Ontario association, and already the membership roll is feeling the effect of their co-operation. An organized retail trade can overcome many of the evils which often result in failures and consequent losses to the wholesalers and manufacturers who supplied the retailer his stock. Anything, therefore, which tends to strengthen the position of the retail trade should have the earnest co-operation of every jobber and traveler, and that the present movement has is shown by the following extract from a letter sent the secretary this week by one of the largest jobbing concerns in Ontario: "We think this is a good move on the part of the retail dealers, and hope that you will be successful in interesting a large proportion, if not all, of the retailers who are handling hardware and stoves."

Knockers Still at Work.

In forwarding his membership fee, James D. Smith, of Baysville, Northern Ontario, writes: "I have received a printed letter from a Mr. Trowern commenting on our action in forming an association, and saying it was done at the instance of a trade paper. I am glad that Hardware and Metal had sufficient influence to accomplish so good a work, and wish the association every success. I wish I was only near enough to help in the progress, but that is out of the question."

If all of the circulars sent out have the same effect as on Mr. Smith, and the several delegates who had intended staying at home but attended the recent convention after receiving Mr. Trowern's circular letter, the membership of the association will grow even faster than it is. Every delegate to the convention decided that the association was a good thing to push along, and in the light of past experience all will agree that "every knock is a boost."

Fraternal Greetings.

M. L. Corey, Argos, Indiana, secretary of the National Retail Hardware Association of the United States, has written the secretary of the Ontario association as follows: "Am glad to know that the retail hardwaremen of Ontario are organized, and sincerely hope that they may build up a strong, useful association. I note that your president will attend our next national meeting in Boston, and assure you that he will be most cordially welcomed. I also extend an invitation to yourself, as secretary, to be present at that meeting, and will advise you later on as to the dates. While I suppose that the questions that face us as retailers are not identical with yours, yet on many things we may find that we can help each other. The catalogue house is by far our most disturbing factor, and the danger of legislation in their favor in order to raise more postal funds continually threatens. I am taking the liberty of sending a sample copy of the Bulletin to several of your members; they may find some things that will interest them, and also watch and prevent the developing of the mail order demoralizers in your section."

What are Associations for?

A. T. Stebbins, Rochester, Minn., President of the Minnesota Retail Hardware Dealers' Association, in his annual address to the recent convention in that state said in part:

"We occasionally hear criticisms from hardware merchants to the effect that our organization has accomplished nothing; that we meet annually, pass resolutions, go home and forget them, and thus end our efforts. My heart ever goes out in sympathy for such a deluded merchant, and I sometimes wonder if his digestive organs are in good working order or if his appendix needs attention. I never go home from a convention without a feeling that some good has been accomplished and a feeling that I could make good use of some suggestion or brother merchant's experience, and thus to some extent, at least, be the more competent to sell hardware at a profit. If there be such a pessimist here I would like to ask him: 'What have you done to help along the work? Have you offered any solution for the ills that beset us? Have you ever taken any part in the discussions? Have you even as much as dropped a question in the question box? Do you continue to buy goods that are quoted in catalogues at ruinous prices? Whose fault is it that we have not accomplished all we could have hoped for? Is it not your fault and mine? Have any of us been as loyal to our association as we ought?'

"What are some of the objects of our association? Allow me to suggest:

"1. To better the condition of the retail merchant.

"2. To correct the evils that now exist.

"3. To bring about better trade conditions.

"4. To weed out dead beats.

"5. To stop wholesalers selling consumers.

"6. To encourage co-operation of manufacturers, jobbers and retailers.

"7. To eliminate price cutting.

"8. To restore confidence between dealers, where petty jealousy now exists.

"9. To become honest with one another.

"10. To encourage a more general reading of trade papers."

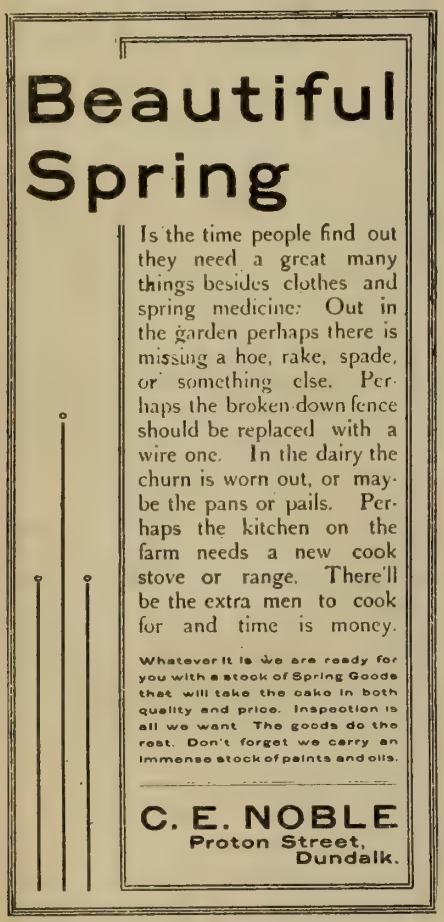
EFFECTIVE ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

EFFECTIVE ADVERTISING.

As announced in last week's issue, the prize in the ad-writing competition was awarded to W. J. Illsey, with Ashdown's, Winnipeg.

The prize ad is reproduced herewith, along with the one adjudged to be second best. Ashdown's ad captured the prize because it was worded to the point, direct in message, timely in theme, and business-like in character. It was considered weak from point of individuality. No reasons were given why another merchant, with similarly priced cages, shouldn't get the order.



Typographically speaking, in the same ad there should have been more grouping of the prices, thus tending to free "parrot cages" from the crowded effect.

* * *

C. E. Noble's ad is a better typographical specimen than Ashdown's, but the matter is too general and too much space is devoted to rule work. General publicity is useful to the retailer when it has a point. But in Noble's ad such argument as is to be found in "Beautiful Spring" to "Time is Money" would sell anybody's goods, and therefore the results would not benefit C. E. Noble exclusively, while he, exclusively, would pay for the space. Mr. Noble is on the right track when he tries to lift his advertising out of the rut of commonplace utterances. Even "Beautiful Spring" could have been brought to serve Noble's store if that gentleman had just inserted some other matter in one or two places in the advertisement. For instance, after he had spoken about the "hoe, rake, spade, or something else," why not swing on to the advantages of buying his hoes, rakes or spades, the same as regards wire fencing, the churn, pans or pails, etc.

* * *

J. D. McBride, Cranbrook, B.C., could improve the layout of his advertisement on garden hose. Words with the letters arranged perpendicularly are hard to read and ineffective in attracting. The firm name is set disproportionately large, and the chief display line is not accorded sufficient white space. The wording of the ad is snappy and, with one or two exceptions, businesslike. This phrase appears at the bottom of the ad, in fact on all their ads, "Been here since 1898—Liable to stay longer." "Likely" would be a better word than "liable." G. Bruce Brown prepared the ad. Other ads of McBride's will be reviewed at another time.



The following suggestion was awarded the prize in a "Lunch Box Problem" contest, instituted by a large wholesaler:

"I would open every lunch box, select some goods out of every department worth from 7 to 15 or 20 cents, put the articles selected in the boxes with some good advertising matter, close the boxes and put them all in a show window, with a large sign (not less than 16 x 20 inches) and let the people know that the boxes and contents would be sold on a certain day for 10 cents each; customers to have their choice, without opening the boxes, of course, and being assured that the contents were worth more than the price for box and all. Some of the boxes would be left open to show the big values. The manager should see that mostly good but dead stock went into the boxes. The boxes should be kept in the window at least ten days before the date of the sale. It will be surprising to see the big crowd looking at the boxes every day, and still more so to see the hundreds of hungry bargain hunters on the sale day carrying off dead stock—and pleased at the chance. The store will be talked about for weeks afterward. Let each one choose his or her own box, and make them pass one by one in line."

NOVELTIES FOR THE HARDWAREMEN

Readers desiring the addresses of the manufacturers or jobbers of the articles described, or any additional information, can secure the same from the Editor of HARDWARE & METAL.

PRISM DASH LANTERN.

The Schultz Manufacturing Co., of Hamilton, Canada, are showing a splendid line of lanterns, known as the Prism Dash, which are equipped with their patent prismatic globe and white enameled reflector, and taking a No. 2 cold blast burner.

By this arrangement it is claimed that at least fifty per cent. more light is produced than with ordinary fixtures. From this fact, and also from its windproof qualities, it proves an ideal lantern for carriages, wagons, steamboats, warehouses, contractors and railroads.

These lanterns are packed in cases of half-a-dozen, and may be purchased from any hardware jobber.

NEW METAL CUTTING SAW

There is no carpenter who does not constantly have occasion to cut through a nail or piece of metal of some kind. Heretofore there has been no provision for a tool that will accomplish this work. E. C. Atkins & Co., the large and exclusive saw manufacturers, have realized the necessity for such a tool and have lately put on the market a saw for this purpose. It is put out in the shape of a nest of saws, as shown in the following illustration:

RETURNED
JUN 26 1906
To Owner
Cut Book 52
Page 14



Atkins' Metal Cutting Saw.

The large blade is the nail-cutting blade and is made of silver steel, especially hardened for metal cutting purposes. The teeth are cut straight across and the saw operates without a set. It is taper ground from tooth edge to back and is of sufficiently wide gauge to cut a kerf wide enough to permit the use of a properly set ordinary saw without damage to its teeth.

With the nail-cutting blade comes both a compass and a keyhole blade, made of silver steel and gas tempered to that particular degree essential in order to produce the best results, and hold their keen cutting edges the longest possible time. Any of these blades are made to fit an adjustable handle, which is operated by a thumb lever. The blades can thus be used in the regular way or made to operate at any angle or even reversed, if desired.

It can readily be seen that the operator by the use of this tool may reach almost any spot desired and after starting the kerf with either of the small blades, may insert the metal-cutting blade, this being made narrow on the point with that end in view. The nail can then be cut, after which the metal cutting blade may be withdrawn and an ordinary blade substituted. The nest of saws (known as No. 3) is already in the hands of most of the large dealers, or can be secured through the home office at Indianapolis, or at Toronto or any of the ten Atkins branches.

THE CALORIC GAS RANGE.

The McClary Manufacturing Co., London, have put on the market a new gas range made in several styles suitable for various sizes of houses. The Caloric, as it is called, is a particularly artistic range with four, six or eight holes, having an elevated broiler and ovens both below the cooking top and above the broiler attachment. The size of the cooking top is 23x24 inches, it being fitted with two extension side shelves, six inches wide, and having three four-inch loose cap burners, one six-inch loose cap burner, and a one-inch simmering burner. All top burners and tubes can be lifted out instantly, not being fastened with either bolt or button.

The size of the ovens is 16x16x11 inches, having two large burners full length of oven, with safety lighter attachment, which can only be operated by opening the counter poise doors made in two sections, the lower half of which forms a shelf, with a white enameled lining. This style of door overcomes the objectionable one-piece drop door. The oven bottom is made of bright polished steel, and can be used as a griddle for wheat cakes, etc. The oven is ventilated and all cooking fumes are carried off to the chimney. The broiler sits below the elevated oven and the same gas connection heats both at the same time.

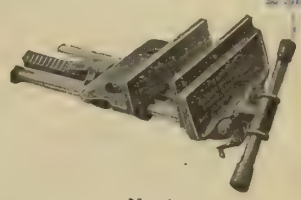
An important feature of the range is the instantaneous water heater, which can be attached to the side of the range as an extension to the cooking top, two extra holes being thus provided. The valves are adjustable, allowing the flow of gas to be regulated.

Altogether the range has some exceptional points of merit which should find for it a large sale in all places where gas can be used for cooking purposes.

THE NEW OLIVER VISE.

A new quick-acting vise has made its appearance on the market, manufactured by the Oliver Machinery Co., of Grand Rapids, Mich. It is called the No. 56 Oliver vise with adjustable front jaw and is made in different sizes. Among the important features of this splendid tool for the carpenter, cabinetmaker, patternmaker and others working in wood are the following: Substantial casting for main frame, insuring rigid-

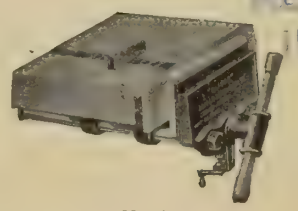
RETURN
JUN 26



No. 1.

ity; guide rods 1-inch cold roll steel; malleable screw 4 inches long, 1½-inch diameter, with square thread operating through a 2-inch nut that completely encircles it, allowing when desired a 2-inch screw adjustment; vise closes by rapid action; adjustable front jaw

RETURN
JUN 26



No. 2.

raised 1 inch above the bench top and is full length of the back jaw; does not indent the wood as small 1-inch dogs do; with this new style jaw, the tail vise is not needed. Will clamp taper, straight or circular work when used in conjunction with side clamping plate and dogs. Cut No. 1 shows vise with the front jaw raised to full height and gives a general view of the vise. Cut No. 2 shows the vise in position on the bench with maple faced jaws and a side clamping plate and dog in juxtaposition to it. Cut No. 3 shows the vise as located on the under side of the bench and gives a correct view of the working parts. This vise is guaranteed against breakage or appreciable wear for five years. It is worth investigating.

RETURN
JUN 26
To Oliver Mc
Cut Book
Page



No. 3.

TRADE INQUIRIES.

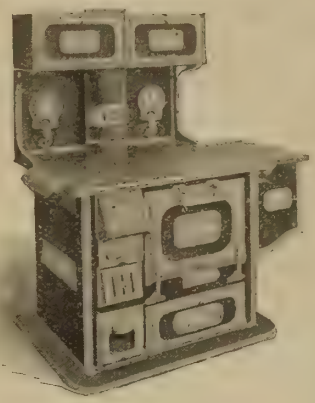
Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

670. Hardware—A London firm wishes to hear from Canadian manufacturers wishing to develop trade in New Zealand. Catalogues asked for, particularly of hardware lines.

676. Electric lighting cables, etc.— A London firm manufacturing electric lighting cables and insulating wires, etc., desires to get into communication with Canadian firms of repute, who could act as their agents.

678. Hardware—A London firm manufacturing shop fitting hardware and accessories asks to be placed in touch with Canadian importers.

HAVE YOU SEEN IT?



WE MEAN

"THE JOY"

To see it is to fall in love with it. To own it is the ambition of all who see it. To use it is to be delighted and constantly singing its praises. With such results it sells itself more nearly than can be claimed by any other.

What dealer would not want the agency for it? Range season is coming fast. Your competitor may get ahead ---If---you---don't---be---quick.

Joy Mfg. Co.

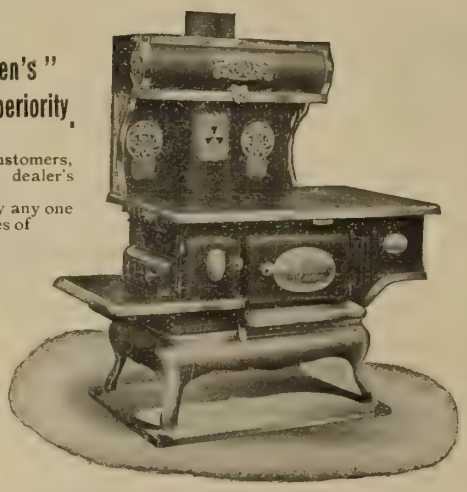
32 Humberside Ave. ...Toronto

Time proves "Empire Queen's" Superiority.

If not with your customers, with some other dealer's customers.

People who buy any one of the various styles of

EMPIRE QUEEN RANGES



soon find out just what the strong points are—Economical on Fuel, Efficient Utilizer of Heat,

These "house" points, as it were, become the "store" points of a live dealer.

What is to prevent you from placing an **Empire Queen** in your store window and arranging opposite the grate a card reading "This saves coal" and opposite the oven "This bakes perfectly"?

These are a few of the advertising "letters" which when put together spell S-A-L-E-S for **The Empire Queen Range.**

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

The dealer who will do half as much pushing to sell the Imperial Oxford Range as we will do to sell it FOR him, can make every worth-while range sale that's made in his town this year. That's because the Imperial Oxford is the one Range that outsells every range on sheer merit,—and because we help the dealer sell ranges as no other maker even tries to help him. What argument beats that when it comes to a question of YOUR profit? We wish you'd ask us for that straightout proposition we are all ready to make to YOU. Just put a question-mark on your letterhead and mail it to

The Gurney Foundry Company

Limited

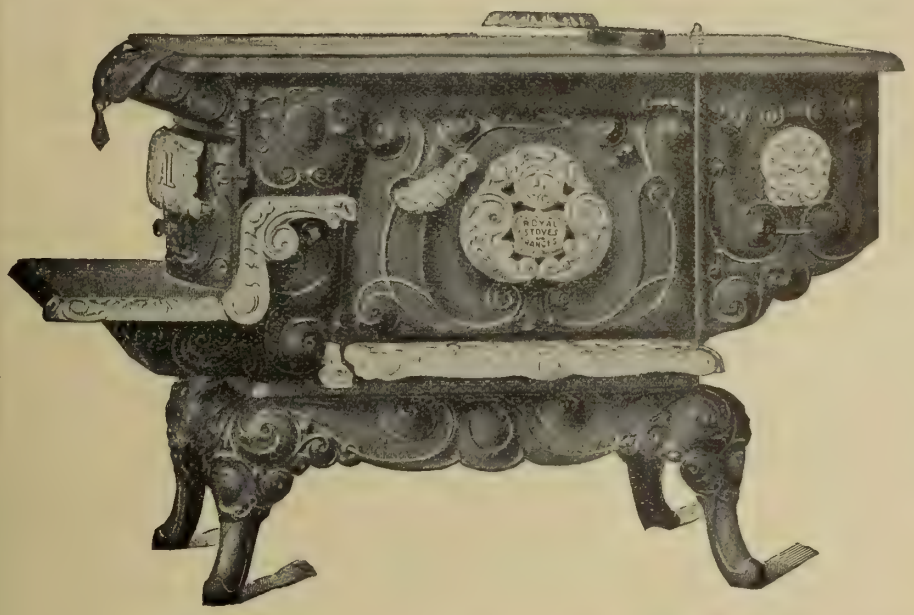
Toronto Hamilton Winnipeg Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

(101)

ROYAL CHAMPION—This is It



A New and Beautiful Coal and Wood Cooking Stove.

FEATURES

Oven Plate 20″x 20″ square, exclusive of swell of oven door,

Pouch Feed, which acts as a combination broiler and feed door,

Perfectly Ventilated Oven,

and many others too numerous to mention.

You are entitled to a copy of our Catalogue, and should see that you get one.

CANADA STOVE WORKS - Harriston, Ont.

OUR WARM WEATHER GOODS

Are Leaders Sure Sellers Trade Winners

Ice Cream Freezers Arctic, White Mountain

Refrigerators Iceberg, Model, Leonard

Oil Stoves Golden Star, Triumph, Summer Queen, Model Wickless

Gasoline Stoves Boss

RELIABLE DURABLE EFFICIENT

Order the best and ensure prompt shipment

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

OFFICES:

MONTREAL, - - - - - - 232 McGill Street
Telephone Main 1255
TORONTO, - - - - - - 10 Front Street East
Telephones Main 2701 and 2702
WINNIPEG, - - - 511 Union Bank Building
Telephone 3726
LONDON, ENG. - - - - 88 Fleet Street, E.C.
J. Meredith McKim
Telephone, Central 12960

BRANCHES:

ST. JOHN, N.B. - - - No. 7 Market Wharf
VANCOUVER, B.C. - - - Geo. S. B. Perry
PARIS, FRANCE - Agence Havas, 8 Place de la Bourse
MANCHESTER, ENG. - - - 92 Market Street
ZURICH, SWITZERLAND - - - Louis Wolf
Orell Fussli & Co.

Subscription, Canada and United States, $2.00
Great Britain, 8s. 6d., elsewhere - 12s

Published every Saturday.

Cable Address { Adscript, London
Adscript, Canada

NEW ADVERTISERS.

Mitchell, David, & Co., Glasgow. Scotland.
Millen, John, & Son, Montreal, Que.
Monarch Typewriter Co., Toronto, Ont.

WESTERN BOARD OF TRADE CONVENTION.

All the indications point to a very successful convention when the representative business men of the west meet in Edmonton on the 13th and 14th of the month at the sessions of the Western business men's parliament, the Associated Boards of Trade of Western Canada. While this organization is confined in its membership to the boards of trade of the two Provinces of Alberta and Saskatchewan, representatives of leading boards of trade in Manitoba and British Columbia are invited to attend, thus making the gathering representative of the business interests of all Western Canada. One or two representatives of the Winnipeg Board of Trade will attend the convention.

This is the third convention of the Western Boards of Trade, the organization dating its existence from a meeting in Calgary in 1904. The convention in Regina last year was largely attended and its resolutions carried great weight because of its personnel and the serious fashion in which western business problems were discussed. This year all resolutions have to be in the hands of the secretary some time in advance of the convention and all delegates are being notified of the subjects to be discussed.

Realizing the importance of this gathering of western business men, this paper purposes publishing, as last year, a full report of the discussions and of the resolutions adopted.

BORROWING A NAME.

Some months ago attention was drawn in these columns to the fact that a prize competition company in New York was trading under a name almost identical with the MacLean Publishing Company. The only difference was that they spelled the name (Mc)Lean instead of (Mac)Lean, and some people had mistaken it for this company. At one time our New York offices were situated in the New York Life Building, Broadway. Shortly after we abandoned our New York offices we found that the company complained of had retained our sign on the door and were trading under our name. We set about a confidential investigation and found that a company had actually been incorporated under that name, and that a man named McLean was said to be connected with it. Our representative called several times at the office but at no time was he ever able to find that anyone named McLean was actually connected with the concern.

The Canadian and American post office authorities were notified, and we understood that some investigation had been made, but apparently the concern is still trading under the old name, for one of our subscribers, Mr. J. L. Naylor, Searchmont, Ont., writing May 23rd, says: "I enclose a communication from the McLean Publishing Company of New York, also my signature, apparently torn from a letter, which was enclosed with the circular letter referred to. I do not think I ever wrote a letter to the McLean Publishing Co. of New York, and would like to know how they secured my signature. If you know what this game is, let me know through The Grocer."

By the same mail the post office delivered to us a letter addressed "The McLean Publishing Co.," mailed from Deerfield, Mass., saying that the writer had sent money four weeks' ago and had not received any answer. The Canadian authorities have had several similar complaints, and we strongly advise our readers not to send any money to the concern. In fact such a hint seems unnecessary to give to the average business man, who should treat their circulars as Mr. Naylor has done, or pass them over to the post office authorities.

We notice from the correspondence that this concern has moved from the office formerly in the New York Life Building to another address in New York, but the blank forms used are exactly the same as those sent out from the New York Life Building, with the exception of the change in address.

A BARGAIN DEPARTMENT.

It is a common belief amongst hardware merchants that it is necessary to sell goods at a loss in order to conduct a bargain department. This, of course, is the general idea amongst shoppers, and it is, therefore, a great aid to the merchant if he finds he can, without loss of profits, work up a reputation for his store as being a headquarters for bargains or a place where counters of five and ten cent goods can always be found.

Old goods and slow sellers must sometimes be sold at a loss in order to move them, but in many cases bright new goods can be profitably sold at prices which are sure trade bringers. A hardwareman who recently looked into this subject made a list of what he found as follows.

A hand-saw with a 12-inch blade, tapering from about two inches width at the point to about three inches at the handle and firmly fixed into a varnished hardwood handle with double screws of brass. The saw blade was made of good spring steel that would not buckle and the teeth were filed and set instead of being stamped out of the blade as the average person would imagine.

Another was a 12-inch spirit level, in a cherry finish, with a nickel-plated spirit plate screwed over the top of the spirit.

A pair of carpenter's pinches, seven inches in length, all nickel-plated to prevent rusting and to add to their selling qualities. These have polished jaws and appear to as near a 40 as a 10 cent value.

Among pieces of enamelware were a lot of four-quart graymottled pudding pans; another lot was of No. 28 basins; three-quart gray saucepans and deep, three-quart stew pans with lips and long handles, lips, and ears for tipping them.

Twenty-five pound spring balanced scales, equipped with a hook, and having a pan suspended by chains. These scales are accurate and will serve many purposes in the household.

Glass bulb filters, aluminum trimmed, for attaching to hydrants, equipped with adjusting rubbers and brass non-rusting strainers, and filled with ground silex flint and charcoal for filtering water as drawn.

Towel rollers of three pieces, with nickel-plated fastenings at both ends and made of wood stained and varnished.

Three-piece child's table sets made of metal and retinned.

Galvanized iron scoops with riveted wooden backs and handles, very substantially made.

A heavy, full-polished, nickel-plated, octagon-base hammer with a strong nail claw and black enameled handle.

A carpenter's square, 12 x 7 inches, in bright, polished steel and marked in eights, quarters, halves and whole inches.

Eighteen-inch japanned waiters, very substantial in appearance and with the japan well baked on.

Sheet iron drip pans with handles at each end wire bound, size, 10 x 15 inches, and 2 1-2 inches deep.

Ten-inch polished sheet steel frying pans, with cold handles, extra heavy.

Meat cleavers, with 7-inch blades, three inches wide and red enameled wood handles.

Each of the articles enumerated can be profitably sold for 10 cents and all appear to be nearer a 25 cent retail value than the price at which they are designed to be sold. Aren't these a good example of the merits of a bargain department?

BOARDS OF TRADE AND CIVICS.

President Peleg Howland, of the Toronto Board of Trade, in an interview with a representative of this paper regarding the advisability of forming a permanent joint committee composed of members of the Toronto Board of Trade and the city council, said :

"The question in my mind is, what virtue would there be in such a committee if it had no executive power? We already have an arrangement whereby we confer with the city council and offer and receive suggestions on such matters as the proposed Yonge street bridge, the city sewerage and other questions, but I hardly see that a permanent committee would make any difference in dealing with them. I am thoroughly in accord, however, with every movement that will bring representative bodies together on public issues affecting the general welfare of our city. Personally I am in favor of a continuance of our present plan of working independently, but conferring from time to time as necessity requires. We are not elected by the ratepayers, and therefore have no legislative power, except of course indirectly, where we have representatives on the harbor commission and other boards, and I am not sure that a joint committee could do any more than is at present done as a result of our conferences. However, the board of trade is always ready to lend itself to any movement that will help along our city's growth and prosperity."

It will be seen that Mr. Howland, while endorsing the idea of board of trade activity in municipal affairs, rather doubts the advisability of the Halifax plan, a joint committee of council and the board with the mayor as chairman. Mr. Howland may be right. The thing is to bring the aggregate business wisdom and acumen as represented by the boards of trade to bear upon municipal affairs.

The Halifax plan has the advantage of being systematic and there's a good deal to be said for peering away at it. The revival of civic interest in the Toronto board is very gratifying, but during the past ten years the board has not much to its credit municipally. A standing committee avoids the necessity for someone exerting himself to bring the matter up every time a new municipal question comes to the front, or, what oftener happens, an old one is revived.

EXTEND THE BOUNTIES.

Under the existing agreement between the Canadian Government and the steel manufacturers, the bounties on steel products will materially decrease after the 1st of July. As the iron and steel industry of Canada cannot yet be said to be on a firm footing, an effort is being made to secure an extension of the bounty system.

In view of the great efforts which have been made to build up this industry and the large money Canadian capitalists have invested in the various iron and steel companies, it is hoped that the Government will accede to the request. Even so, they will not be spending what they originally set out to disburse in fostering the manufacture of iron and steel. For it will be remembered that, through delays and other causes, the sums of money drawn for bounties in the earlier years were very small.

One need not be too optimistic to see that the iron and steel industry will yet mean much to Canada. If the country continues to grow at its present rate, and there is no good reason for thinking otherwise, there will soon be a demand which will permit of economical production, and the bounties will then be unnecessary. Many countries have received great benefit from this industry and it has already contributed largely to the prosperity of Eastern Canada. By all means, let the bounties be extended.

THE SITUATION IN METALS.

Keen observers of market conditions are predicting that copper is now on the edge of a boom. This metal has escaped anything more than a passing attention for some little time now and prices given in the daily metal reports have been stationary. But it is pointed out that during the past week or two even the most influential buyers have been unable to secure deliveries at the figures currently quoted. The supply is unquestionably short, and it seems to be only a matter of a short time before prices generally will go up.

Tin has been somewhat weaker, but it is hard to see how this condition can last. The consumption is rapidly growing, and the utmost efforts have been unable to proportionately increase the output. There has been a constant decline in the visible supply for several years, as will be seen from the following comparative table, giving the total visible supply of tin at the end of each of the first five months since 1902:

VISIBLE SUPPLY OF TIN.

	1906	1905.	1904.	1903.	1902.
January ...	14,286	15,645	17,115	17,679	18,351
February ...	13,414	14,911	16,450	16,294	17,043
March.....	11,848	14,592	15,162	19,497	18 131
April	11,104	13,063	13,695	15,978	15,596
May	12,607	12,967	14,6.9	16 463	17,018

Zinc spelter is commanding a great deal of interest. Advices from the leading U. S. metal centres are to the effect that a very large export demand developed during the week, but offerings fell off and buyers could not satisfy their wants. The price of spelter is being very firmly held, and an early advance is considered not unlikely. Naturally, sheet zinc has also gathered strength as a result of the large transactions in spelter.

There is no prospect of any decline in antimony for many months yet. The existing pockets of antimonial ore are practically played out, and, until new deposits are discovered prices must keep up. When these are found and developed (which can scarcely be expected in less than a twelvemonth) quotations will come down. In the meantime, the leading Montreal interest can only quote on September imports, a price which will not permit jobbing under 30c.

Pig lead is slowly moving upward. An increase of five cents per hundred pounds was made this week and a good demand keeps the market firm at that price.

Aside from these features, metals are strong in tone and a lively turnover is the rule.

HARDWARE TRADE GOSSIP

Western Canada.

R. J. McConnell has purchased the hardware stock of Buettner Bros., of Carman, Man.

C. D. Waldon, manager of the Pease-Waldon Co., Winnipeg, went west last week on business.

John Thomson, hardware merchant, of Elm Creek, Manitoba, was in Winnipeg last week on important business.

The Munro Wire Works of Winnipeg are doubling the capacity of their wire fence department and installing another fine fence-making machine, capable of producing a mile per day of the patent, ready-to-erect, woven fencing.

The Moose Jaw Hardware Co., of Moose Jaw, Sask., have commenced the erection of a two-storey warehouse and shop 27 x 60. This firm are specializing in tin and furnace work, plumbing and steam heating, and the new shop will be devoted to these purposes.

A call at the office of Secretary J. E. McRobie, of the Western Retail Hardware Association, found that energetic official studying a pile of correspondence several inches deep; and every letter was a "kick" about some trade difficulty. The Western Hardware Association members give their secretary a great deal to do.

E. B. Loucks, sales manager of Marshall, Wells & Co., has resigned his position to enter into partnership with E. H. Bissett, of Winnipeg, as manufacturers' agents. His retirement was the occasion of a presentation by his business associates in the firm of Marshall, Wells & Co. He was presented with a gold watch suitably engraved and an illuminated address speaking of the high esteem in which he is held. Mrs. Loucks was also agreeably remembered by the gift of a handsome brooch. The presentation was made by T. Paynter, who referred to the fact that Mr. Loucks had been associated with the firm since it commenced business in Winnipeg, and much of its success was to be ascribed to him.

Ontario.

S. Bonathen, stove dealer, Bowmanville, was a visitor in Toronto this week.

C. F. Smallpiece, of Lewis Bros., Montreal, was in Toronto for a day or two this week.

S. McLachlan, of the McLachlan Carriage Works, Oshawa, was in Toronto during the week.

R. J. Bruce, of Port Perry, has sold his hardware business to his brother-in-law, A. J. Carnegie.

The Plating & Specialty Co., Brantford, manufacturers of hardware specialties, have assigned.

G. Carslake, of Carslake & Lockerbie, Collingwood, called on the Toronto plumbing trade during the week.

Robt. Munro, of Montreal, general manager of the Canada Paint Co., was in Toronto Wednesday and Thursday.

Mr. Whitfield, formerly of Anguish & Whitfield, Brantford, has taken a position with the Dominion Radiator Co. in the west.

H. S. Harwood, formerly accountant of the James Robertson Co., has been appointed manager to succeed the late A. A. McMichael.

Alfred Karges, representing the James Stewart Manufacturing Co., Woodstock, called at the Toronto office of Hardware & Metal on Tuesday.

James Piper, of J. & T. M. Piper, hardware dealers, Fort William, is spending a fortnight's holidays in Toronto and Western Ontario points.

Thomas Fullerton, hardware merchant, Monkton, is seriously ill with pleurisy, his brother, William E., looking after the business for the present.



The Late A. A. McMichael.

Edwin Hill, manager of the Toronto Plate Glass Co., has been indisposed for a week or so, but is now on the mend and hopes to be at business in a day or two.

D. Brocklebank, Arthur, has been unable to attend to his work as an executive officer owing to an accident met with a fortnight ago. He is expected to be around again in a week or so.

President A. W. Humphries, of Parkhill, visited Detroit and Windsor on Monday and found the hardware dealers in the latter city very enthusiastic over the association. Neveaux, Clinton & Baxter have been enrolled as members of the association.

"Bob" Harrison, of Harrison & Robertson, plumbers and steamfitters, Toronto, has returned from St. Catharines where he had been endeavoring to recover from his severe attack of muscular rheumatism. He has been unable to work for a couple of months and is now practically confined to his home. His many friends wish him an early recovery.

Quebec.

Berthiaume & Pepin, plumbers, Montreal, have dissolved partnership.

The W. C. White Boiler Works have been registered at Montreal by Hugh Vallance.

Messrs. Ryan and Sprague, of Lewis Bros., Montreal, staff, are summering at Lakeside.

F. Smith, secretary of the Haskill Lumber Co., Fasette, visited Montreal a few days ago.

It is understood that E. A. Wright, secretary of the Canadian Rubber Co., Montreal, has resigned.

C. E. T. Woodley is in Winnipeg this week in the interests of B. & S. H. Thompson & Co., Montreal.

R. B. Cherry, representing Sargeant & Co., was in Montreal this week, calling on the wholesale trade.

Mr. Lanigan, of Lanigan Bros., general merchants, Calumet, was in Montreal on a business trip recently.

A. Sweet, of A. Sweet & Co., Winchester, was a welcome visitor in the metropolis on his return from Cobalt.

Mr. Barrill, of the Shawinigan Construction Co., Shawinigan Falls, was a visitor in Montreal during the week.

T. H. Jordan, representing A. C. Leslie & Co., metal merchants, Montreal, is spending the week in the Maritime Provinces.

B. J. Smith, wholesale and retail dealer in hardware, Coaticook, paid a business visit to some of the Montreal jobbing houses this week.

The Canada Simonds Saw Co. are installing machinery in their Montreal plant, which will enable them to turn out all standard lines of saws inside of two or three months.

James Williams, who has been for a number of years superintendent of the Thos. Davidson Manufacturing Co., Montreal, has resigned his position there and will enter into business for himself in Edmonton, Alta.

The Williams Gauge Co., of Pittsburg, Pa., are opening a Canadian branch in the Temple Building, Montreal. W. N. Courtenay, who has for some time represented the firm in the United States, will be in charge of the office.

THE LATE A. A. McMICHAEL.

On Saturday last death came suddenly to Alexander A. McMichael, vice-president and manager of the Toronto branch of the James Robertson Co. He had been troubled with his heart for some time, and had recently taken a trip to Atlantic City for a rest, but it was not thought by anyone that his illness would terminate fatally. The late Mr. McMichael was born in the north of Scotland and came to Canada when six years old. For the past 25 years he

was connected with the James Robertson Co., becoming vice-president and manager of the Toronto branch shortly after joining the firm.

In his former place of business he will be greatly missed. Everyone there has a good word for him and the remembrance of many kind acts. His thorough grasp of his business made him one who was always looked to when questions of importance came up, and his many years connection with the Toronto branch of the company have been largely the cause of its present large proportions. He belonged to the Masonic fraternity, and in religion was a Presbyterian, being an active member of New St. Andrew's Church. A widow, four sons and a daughter survive him. Of the sons, John and William are with the James Robertson Co.

Among those from a distance who attended the funeral were James, John, Alexander and Charles Robertson, of Montreal; J. P. McPhail, manager of the James Robertson Co., of Baltimore; G. W. Armstrong, London; G. S. Trudell, manager of the Empire Manufacturing Co., London; Andrew Mann, London, and Alex. Saunders, Goderich.

Outside of his work in connection with the company, of which he was vice-president, Mr. McMichael was honored by his business associates by being chosen president of the Central Supply Association of Ontario, and chairman of the wholesale hardware branch of the Toronto Board of Trade. In these capacities he won the friendship of all his competitors, and his untimely death will be sincerely regretted by all.

"SHEFFIELD" CUTLERY.

The case against the Ontario Silver Company, Niagara Falls, being prosecuted by the Cutlers Co., Sheffield, England, and reported in last week's issue, was continued this week, George W. Clark pleading not guilty. It is understood that the company will be indicted for conspiracy, the case coming up again on June 12.

Evidence was given at the hearing this week that jobbers and retailers throughout Canada had been selling cutlery made by the company at Niagara Falls and marked "manufactured by Leonard & Lee, Sheffield," "Sheffield Knife Co., No. 12, Sheffield, Eng.," "Royal Cutlery Co., 12 dwt., Sheffield, Eng.," "Providence Cutlery Co. of Sheffield, Eng.," etc.

The use of these marks appears to be entirely indefensible, the company stating that they were disposing of the stock as quickly as possible, and when this was accomplished they would destroy the etching stamps and burn the labels. Chief Mains, in his evidence, said that Mr. Clark had been very open and frank about the matter, and he said that the stamp and dies had not been used by the newly organized company, that they were merely selling off the goods. There was no attempt at concealment in any way. They had no defence to offer, Mr. Nesbitt contenting himself with pointing out that they had abandoned all use of the labels complained of by the Sheffield firms.

Mr. Clark was committed for trial and his own personal bail accepted.

CANADIAN HARDWARE STORES

No. 3.

Some five years ago Jos. Akitt commenced a hardware and tinsmithing business in Creemore in a very unpretentious manner, and to-day he has a business and building that are a credit to himself and the smart little town in which he resides. The block which he erected at a cost of $3,000 a year ago is a handsome and substantial cement block structure, two-storeys high, with basement, the whole being fitted up and arranged to suit the hardware business, for which it is being used. The basement is used as a storeroom, and in the upper storey is situated the tinshop, where two men are kept constantly busy. The main floor of the building is, of course, where the general business is done. On the west side is where the shelf hardware is kept, stoves and other heavy hardware occupying the centre and east side of the store. The store is well lighted by two large plate glass windows in front, and a side window furnishes light for the office. In the evening a Siche gas plant illuminates the building very brilliantly and provides an abundance of light throughout. Besides himself, Mr. Akitt requires two clerks and a book-keeper to attend to his constantly increasing business.



Canadian Hardware Stores, No. 3—Joseph Akitt's Store, Creemore, Ont.

DEATH OF JAMES TEES.

By the death of James Tees, of Tees & Persse, manufacturers' agents, Winnipeg loses one of her best citizens. James Tees started his business life as a boy with the Canada Lead Works, in Montreal, ultimately going to Winnipeg as their manager there. In 1887 he resigned from the lead company and, with John Persse, formed the commission firm he was connected with at his death. He was only 52 years of age.

ATKINS PIONEERS.

Twenty years ago the pay roll of E. C. Atkins & Co., saw manufacturers, Indianapolis. Ind., contained the names of only 75 men, whereas 1,100 are now on the weekly time sheets. Of the 75 employes of a score of years ago 62 have formed an organization called the "Atkins Pioneers," they being banqueted by the firm a fortnight ago. Few manufacturing concerns can show such a percentage of their older employes still serving the company, a fact largely due, probably, to the fair treatment and profit-sharing system conducted by the Atkins Company.

SAVE RECEIPTS.

It is important that receipts should be properly filed and put away either in packages, dated and containing a list on the outside, or in some convenient form, says the Hardware Trade. Receipts have frequently saved merchants much trouble and expense.

The check is always a good receipt, but it becomes especially valuable when the account liquidated is stamped thereon, and the check then filed away—that is after its return from the bank upon which it is drawn.

"This check is in full payment of account due—." Or the partial payment on or of account for which it was issued, may be stamped on the lower corner on the back of the check, so as not to interfere with indorsements.

Keep a man busy on sharpening and repairing lawnmowers, saws, etc.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Solder—A further decline shown.
Turpentine—Prices are down 3 cents.
Window Glass—Quotations easier. Base price, $3.50.
Ingot Tin—Decline of 1 cent.
Pig Lead—Market higher.
Old Material—Yellow brass, quotations up one cent. Heavy red brass, an advance to 14½c. Stove plate scrap, prices easier, $10.50-$11.

TORONTO.

Turpentine—Quotations are down 2 cents.
Linseed Oil—Is quoted 1 cent lower.
Iron Pipe Fittings—Discounts increased from 2½ per cent. upwards.
Radiators—Discount increased from 5 to 10 per cent.
Ingot Tin—Outside markets are weaker.
Galvanized Sheets—Queen's Head is 5c. higher.
Old Material—Some prices have been shaded.
Bolts and Nuts—Prices are likely to advance.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 8, 1906.

While not quite up to last week's turnover, the business being done by the Montreal jobbers is very satisfactory.

Goods going out this week are representative of all staple and seasonable hardware lines, nor can special stress be made on any branch.

Guns and ammunition have begun to move fairly well, but the season has not yet really set in. The outlook for a big sporting goods trade is very bright.

An abnormal demand for cement exists. Nearly all the world's largest manufacturers, in England, Belgium and other European countries, as well as in Canada and the United States, are filled with orders for use in the reconstruction of San Francisco. Even the largest English interest, whose agents here have never before found any difficulty in obtaining early consignments of specifications, are now booked up for months ahead. Prices will no doubt be affected by this condition.

AXES—Business continues good with about the usual turnover. We still quote: $7.60 to $9.50 per doz.; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—There is nothing unusual to report. Our prices are: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Trade is normal. Price remains steady at $4.25 for cold blast.

RIVETS AND BURRS—As usual, there are numerous orders coming in. Discounts are unchanged and are quoted as follows: Best iron, rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—The inquiry is satisfactory. We still quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b., Montreal.

MACHINE SCREWS—The customary trade is being done. We are still quoting the following prices: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—Prices are steadily held. We quote: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

HORSE NAILS—Shipments are large and prices steady. Our prices are: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—The somewhat unsatisfactory situation mentioned last week, continues. We still quote, however, $2.15 per keg f.o.b. Montreal.

CUT NAILS—Business is only fairly brisk. We are quoting $2.20 per keg f.o.b. Montreal.

HORSESHOES—We are still quoting: P.B. new pattern, base price, $3.50 per 100 lbs.; M.R.M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes 25c. per 100 lbs. extra.

SPORTING GOODS—Business is commencing early this year, and it is generally expected that the season's aggregate will be very large.

BUILDING PAPER—The trade is quite without feature, and business keeps its normal status. Prices are unchanged.

CEMENT AND FIREBRICK—The demand just now is very heavy. Especially large orders are being placed for imported cement. White Bros.' English cement is experiencing a very large inquiry. We quote: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lafarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21 American, $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—We quote: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—Trade continues very brisk. Our prices are as follows: American Twin, 2 qt. $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—We are still quoting $1.45 per hundred square feet on an active market.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 8, 1906.

Summer and garden goods and tools have been the feature of recent business among the jobbing houses. Garden hose has had a particularly good run, and in lawn mowers the sale has been unprecedented, one firm reporting having sold twice as many as in any previous year.

Canvas and woven hammocks are going forward in large quantities, the many hued ones seeming to be the style asked for.

Cement prices are very firm, and manufacturers think there will be a shortage before the season closes. Everyone in the trade is working hard to get shipments out, but the demand keeps right up to them and there is little or no surplus stock anywhere.

Bolts, nuts, rivets and burrs are decidedly firm in price, and those who had contracts with the Toronto Bolt & Nut

Works have been compelled to look elsewhere for their supply, since part of that institution was burned. Stocks are by no means large, and it is not unlikely that an advance in prices may be made before long.

AXES AND HANDLES—Trade conditions normal, with no price changes.

CUTLERY AND SILVERWARE — A steady business continues to be done.

SPORTING GOODS — Baseball and lacrosse goods and fishing tackle continue in good demand, and guns, ammunition, etc., are selling well.

SCREEN DOORS AND WINDOWS — An exceptional business has been done in these goods, and many merchants are still sending in good sized sorting orders.

HAMMOCKS—The hot weather has created a large sale of these goods. A better class of hammock than usual is being asked for, and manufacturers are kept busy getting out stock.

LAWN MOWERS — The business in lawn mowers has nearly doubled that of last year, and jobbers have in some cases been compelled to re-order from makers to supply the unexpected demand.

LAWN HOSE—Plain hose is still going forward in good quantities, and some repeat orders are coming in. Other lines are also selling well.

REFRIGERATORS AND FREEZERS—A big business is reported in these lines, particularly the former, for family use.

WASHING MACHINES — Trade is on the increase and some large orders are reported.

CHAIN—We quote as follows : 1 inch, $6.60; 5-6 inch, $4.55; ⅞ inch, $3.95; 7-16 inch, $3.80; ½ inch, $3.65; 9-16 inch, $3.55; ⅝ inch, $3.45; ¾ inch, $3.35.

EXTENSION AND STEP LADDERS —Prices continue as follows : Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—Sales are reported large. We quote : 2-in. mesh, 19 w.g., discount 55 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE — We quote : $2.17½ f.o.b. Cleveland.

BARB WIRE — Prices remain the same. We quote : On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues, with the usual business. We quote : $2.05 base.

CUT NAILS—We quote : $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSE SHOES — Our quotations continue as follows : P. B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

RIVETS AND BURRS — Prices are very firm and stocks low. Indications are for still firmer prices, perhaps an increase.

SCREWS—All lines are selling well at present. No price changes.

BOLTS AND NUTS—The recent fire at the Toronto Bolt & Nut Works has had the effect of firming up prices, and it is not improbable that prices will be advanced as stocks are low.

CEMENT — Indications are that the market will be practically bare before the season closes. Builders and contractors are taking large quantities, and the recent San Francisco disaster has made the demand on foreign cement very heavy. We quote : For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIRE BRICK—There are no changes to record. English and Scotch firebrick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27½c. to 35c.

HIDES AND WOOL—Supplies are limited and business is very quiet. Prices are a cent higher.

Hides, inspected, steers, No. 1	0	12
" " " No. 2	0	11
" " cows, No. 1	0	11½
" " " No. 2	0	10½
Country hides, flat, per lb., cured	0	11
Calf skins, No. 1, city	0	14
" " No. 1, country	0	13
Sheep skins	1 50	1 85
Lamb skins		0 40
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb.	0 04½	0 05¼
Pulled wools, super, per lb.	0	25
" " extra "	0	27
Wool, unwashed fleece	0 17	0 1
" washed fleece	0	26

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 8, 1906.

A uniformly firm market is this week's metal report, in a nutshell. There is not a metal in the list which does not show added strength, with the exception of tin, which has declined again.

This latter metal is one on which it is impossible to make any safe predictions, as it is the favorite with speculators, and prices are at nearly all times practically artificial. After reaching its record price, tin began to decline, and another falling off occurred early in the week. Latest advices, however, are to the effect that firmer conditions prevail and higher prices are confidently expected.

While copper prices have remained unchanged for some time past, it does not mean that there has been any slackening in the demand. On the other hand inquiries are very numerous and there is a decided scarcity of spot copper. Local firms who are buying in New York really find prices higher in spite of the fact that no changes are made in the daily metal reports.

Zinc spelter is beginning to gain strength and there is a distinctly higher tendency to the market. In last week's U. S. markets, offerings were not up to the demand, which gave an added impetus to the situation. Sheet zinc is also firmer, though as the source of supply is different, advances have not yet been made to keep pace with the new values quoted last week on spelter.

Lead is going higher, the tendency being marked by an increase of five cents per hundred pounds this week. The tone is well maintained.

The same difficulty which was previously mentioned in connection with the pig iron market still rules. Many furnaces are unable to ship the softer grades on short notice, and this fact has increased the buying in the more expensive grades.

The most reliable reports on galvanized iron are to the effect that all the mills are very busy, and are heavily booked with orders. Prompt deliveries are almost out of the question and specifications have to be in well in advance. Market authorities say that prices are much more likely to go higher than lower.

COPPER—A scarcity exists and buyers find actual quotations really higher than those published. We still quote: Ingot copper, 21c. to 21 1-2c.; sheet copper, base sizes, 25c.

INGOT TIN—Another decline is reported, but the probability is that an early recovery from this temporary condition will be effected. Our price is from 45c. to 45 1-2c.

INGOT ZINC—Further advances are considered very imminent. Many of the large dealers are quoting higher prices than are given here, but the generally accepted figure is 7c. to 7 1-4c.

ANTIMONY—Though we do not change our prices, it will be found difficult to fill orders at these quotations. There is still no sign of an easier market. We quote: 29 1-2c. to 30c. per pound.

PIG LEAD—Another increase in price is shown this week and the new figures are very firmly held. We quote: $4.45 to $4.55 per hundred pounds.

PIG IRON—Conditions are unchanged. There is an active inquiry.

"Dom.," No. 1 $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19.00	"	"
" No. 3	18.50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	21 00	"	"
Clarence No. 1	18.00	"	"
" No. 3	17.65	"	"

BOILER TUBES—We quote: British and American tubes, 1 1-2 inch, 8 1-2c.; 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch, 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our prices remain as follows: Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c.

MERCHANT STEEL— The market is firm all around. We give prices: Sleigh shoe, $2.17 1-2; tire, $2.27 1-2; spring, $2.75; toecalk, $2.82 1-2; machinery iron finish, $2.27 1-2; ruled machinery steel, $2.75; mild, $2.17 1-2 and upwards; square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING— Our prices are: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch, to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—Prices are firmer, and in the opinion of experts, are very likely to advance. We quote: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge. $3.35; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—Market conditions are as firm as ever. We still quote: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—Inquiry is active and we give the following prices: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—Prices have not yet advanced, and we are still quoting: Cokes base size, IC 14 x 20, $4; charcoal, base size, IC, 14 x 20, $4.25.

TERNE PLATES—The situation shows no alteration. Our prices remain $6.85.

SHEET ZINC—This line is much stronger in tone, but has not yet followed the recent advance in spelter, the base of supply being different. We quote: $7.75 in casks; $8 in less than casks.

SHEET LEAD—Prices are being very steadily maintained. We still quote: 2 1-2 lbs., 5 1-2c. by the roll; 3 lbs. and heavier, 5 1-4c. by the roll; small quantities 25c. per hundred lbs. extra.

BAR IRON—No change in conditions is noticed. The market is still firm at $2.05 f.o.b. Montreal.

OLD MATERIAL—We give prices: Copper wire, 15 1-2c.; light copper, 14 1-2c.; heavy red brass, 14 1-2c.; yellow brass. 11 1-2c.; light brass, 7 1-2c.; lead, 3 1-4c.; zinc, 4c.; machinery cast scrap, $13; wrought scrap, $12; stove plate scrap, $10.50 to $11; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7 1-4c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 8, 1906.

While our quotations on ingot tin remain the same as a week ago it is largely because of a scarcity of stock locally. Speculation has been rife in outside markets, but at the time of writing the market is firming again after a slump, which carried priced down to a figure equalling less than 40c. in Toronto. The outside market is weaker than last week in spite of the latest advance, but as the tin market is in the control of a few speculators it is unsafe to make any predictions.

Copper and lead are both firm and zinc spelter is showing increased strength. Antimony is unchanged, and while iron remains as before bolts and nuts are understood to be on the eve of an advance, owing to the difficulty experienced in securing supplies since the burning of part of the Toronto Bolt Works plant. Queen's Head galvanized sheets have been marked up 5c.

PIG IRON—Trade continues active at the following prices: Radnor at furnace, $30; Hamilton at furnaces, No. 1, $20.50; No. 2, $20; Londonderry, f.o.b. Toronto, No. 1 $21.50, No. 2, $21; Middleboro, $21.50.

BAR IRON—Demand is keen and the market is firm at $2.15 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Last week's figures of 43 and 45c. still hold good, with future prices in the hands of speculators.

TIN PLATES—We still quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS — Queen's Head has been advanced 5c. For other brands we still quote: 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. Buying is fairly active and quotations 23c. to 24c. per pound.

BOILER PLATES AND TUBES — The demand is steady and we continue to quote: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4. $20. Terms, 2 per cent. off.

LEAD—Lead is one of the finest and most active of metals just now. We quote $4.50 for imported pig, and bar lead at $5 per 100 lbs.

ZINC SPELTER — Conditions are firm with the market showing an upward tendency. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

COPPER—Business is brisk with prices unchanged. We quote: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

ANTIMONY — Prices are unchanged this week and we still quote 28½c.

OLD MATERIAL — No. 1 wrought iron is very active just now. Dealers' buying prices are as follows: Heavy copper and wire, 15½c. per lb.; light copper, 13¾c. per lb.; heavy red brass, 13c. to 14c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4¼ to 4½c. per lb.; iron, No. 1 wrought, $10.50 to $11; No. 2 wrought, $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel, $5; old rubbers, 7¼c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—Quotations remain as follows: Anthracite in cars at bridges, egg, stove and nut, $5.20; grate, $4.95; pea, $3.50, per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.50; ¾ inch, $2.40; mine run, $2.30; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, June 6, 19.6.

PIG IRON—Cleveland warrants are quoted at 50s. 1 1-2d, and Glasgow standard warrants at 50s., making prices as compared with last week 4 1-2d higher for Cleveland warrants and 6d higher for standard warrants.

TIN—Spot tin opened firm at £179 10s., futures at £178 15s., and after sales of 80 tons of spot and 470 tons of futures closed strong at £180 10s. for spot, £179 10s. for futures, making price as compared with last week £5 10s. lower on spot and £6 10s. lower on futures.

COPPER—Spot copper opened firm at £85 15s., futures £84 17s. 6d, and after sales of 150 tons of spot and 250 tons of futures, closed quiet at £85 15s. for spot and £84 17s. 6d for futures, making price as compared with last week unchanged on spot and 15s. higher on futures.

LEAD—The market closed at £16 15s. making price as compared with last week 2s. 6d higher.

SPELTER—The market closed at £27 10s., making price as compared with last week 5s. higher.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, June 7, 1906.

Statistics of ore shipments for May show that despite the recent ten days' idleness as a result of the longshoremen's strike, the movement of ore from upper lake ports to June 1 was only 60,000 tons less than at that time last year. This indicates that the present movement is at an unprecedented rate and that predictions of a record tonnage being brought down this season will be realized. The signing of an agreement by the marine firemen removes the last of the lake labor difficulties and insures peace for the remainder of the year.

The wide breach in prices between steel making irons and foundry irons continues, with the tendency toward a greater spread. As low as $15.75 Northern Valley furnace has been done on the latter, while Bessemer is exceedingly firm, a sale of 10,000 tons by the association to the Republic Iron & Steel Co. for August delivery at $17.25 indicating that no decline is to be expected. Basic is strong at $17, with some good inquiries pending.

An advance of $2 per ton on black and galvanized sheets has been announced. In view of the strength of this line, it was anticipated and no difficulty is looked for in establishing the new price. Tin plate is stronger than was expected since the recent advance.

U. S. IRON AND METAL TRADES.

From the Iron Age, June 7, 1906.

The market for steel making pig irons in the central west remains still, the largest transactions having been the purchase by the Republic Company of an additional block of 10,000 tons of Bessemer pig for August delivery at $17.25, Valley furnace. In the Chicago district negotiations are pending which may divert two merchant furnaces of the district from foundry iron to Bessemer. In the east one structural mill has purchased 15,000 tons of basic pig for the second half and a plate mill has taken 5,000 tons at $17.50 delivered.

Outside of some further buying of foundry iron by pipe makers in eastern Pennsylvania, the volume of business in iron for melters has been very light throughout the whole country. The associated Birmingham makers are firmly holding at $14, but outside makers are shading this 25c. In the central west $16 at furnace is being barely maintained. New England and southern New York are feeling the competition of Buffalo makers. The troubles with the molders in many sections of the country are causing consumers to hold up shipments.

Moderate sized orders for rails for this year's delivery are still being entered. The Baltimore & Ohio Co. have placed 4,000 tons. For 1907 there have been booked 35,000 tons for the Rock Island, 7,000 tons for the Raleigh & Pamlico Sound, and 4,000 tons for the Atlanta & North Carolina Railroad. Tomorrow the Transcontinental Railway of Canada opens bids for 65,000 tons of rails.

An advance of $2 per ton on sheets has been made, effective at once. The price of painted and galvanized sheets has been put up 10c. per square.

There are reports that concessions are being made by one very large interest on bars, thus meeting the demands of consumers who did not secure the 1.40c. basis.

There has been some heavy business in old material in the Pittsburg district, including from 12,000 to 15,000 tons of re-rolling rails and about 10,000 tons of melting scrap. Heavy offerings in Chicago and in the eastern markets have caused a sharp decline in scrap all along the line.

Japan has again appeared in our markets as a buyer of bridge material and of rails.

German iron and steel makers have been putting up prices rather sharply lately, and reports from England have been more encouraging. It is a significant fact that during last week a leading interest here has sold to England for delivery during the last quarter of the current year, 5,000 tons of sheet bars, at a very satisfactory price. This is regarded as illustrating the confidence which English buyers have in the continuance of present improved conditions.

U. S. TIN PLATE MARKET.

The American Metal Market Report of June 5 says: "There is no likelihood of any tin mills closing on account of the pig tin market. If the advance in tin is to be credited with any effect at all, it would be an effect already felt in the closing of mills now idle.

"There is every prospect that the production of tin plate by the leading interest will be as great in the third quarter as it is in this quarter and it may easily be greater. This is in striking contrast with the conditions last year and the year before, when the bulk of the tin mills were closed around July 1.

"At the present rate of production of tin plate by the leading interest, and with a continuance of as liberal specifying on old contracts, it could go through the balance of this year without booking a pound of new business.

"The larger independents state that from the present outlook they will keep their mills in operation right through the Summer months, at full capacity, except that, on account of the Fourth coming in the middle of the week, it is probable that they will close for that week.

"The condition in the sheet and tin plate industries this June is directly opposite to that prevailing in June last year or year before. In those years the material, particularly tin plate, was made chiefly in the first half, and largely shipped in that half. Now the stocks are nothing at mills, and apparently light in the hands of consumers. To June 1 the leading interest had shipped 50,000 tons more of sheets and tin plates than in the corresponding period last year, although its shipments then were very heavy, and easily a record to that time.

New Brunswick Trade News

St. John, N.B., June 4.

Some time ago mention was made in this column of several of the inventions recently perfected by Mr. Frank A. Harrison, of Sackville. Mr. Harrison has now almost completed the organization of a company which will put these and other inventions upon the market. The company, solely Canadian in its composition, and with a capital of $300,000, will be known as the Harrison & Knight Company, and will have its plant at Newark, N.J. Mr. Harrison speaking to your correspondent recently said that it is expected that the company will open a Canadian office as soon as circumstances make it advisable to do so. Among the inventions which are to be exploited are milling cutters formed on lines thought out by Mr. William Knight, a New Brunswicker associated with Mr. Harrison, and Mr. Harrison's adding machine, compound calculating machine, automatic newspaper addressing machine, office type of automatic addressing machines, multiple ribbon mechanism for typewriters and a typewriter with visible writing, no shift keys, automatic device, electric key action, etc. Two other inventions with which experiments are now being made are such, Mr. Harrison said, as promise to revolutionize two great industries. Among the stockholders in the new company are several St. John men and a larger number are men from other Maritime Province points.

* * *

John J. Lelachem has acquired the local hardware business formerly carried on by the late Mr. J. W. Addison. The business is one well established and as Mr. Lelachem has had considerable experience as an employe of the firm of Messrs. T. McAvity & Sons, his success in his new venture would seem to be assured.

Another business change that may be noted here has taken place at Dorchester. This is the purchase of the plumbing business of Messrs. Hebert Bros. by W. H. Carter, of Sackville. The latter will continue to carry on his Sackville business.

C. A. Atkinson, who for a number of years past has been in the employ of Messrs. T. McAvity & Sons, has left St. John to take a position in New York. Before leaving this city he was presented with a handsome ring by his fellow employes.

* * *

Trade generally is now such as may be rated as fair. Some lines show to slightly less advantage in the sales column than usual, but on the whole there is little cause for complaint. As noted a week or so ago, the demand for sporting goods and Summer household accessories is continuing strong.

* * *

A few weeks ago the outlook was that the call for building materials would not approach the average of most other years. Now, however, the signs are that the demand is to be equal to that of past seasons. The demand is more noticeable in provincial towns than in the city. In many of these towns the builders are to have much to occupy them and their activity will be reflected in the business of the hardware dealers.

Hardware and Metal Conditions in Manitoba.

Market quotations corrected by telegraph up to 12 a.m. Friday, June 8, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Wholesale hardware business continues very active. Staple lines are pretty firmly held at present prices and there are no quotable changes of importance.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE—Retail competition is still reported as being very keen. Jobbing prices are steady. We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—Revised list and discounts are now as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—The list on "Irwin" auger bits is now the same as on common bits. Discount on "Irwin" is 47½ per cent., and on the common bits 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES — The price is now 1¾c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 p.c.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 25c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Price has been reduced ½c. per lb. Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC. — We quote as follows: Cartridges, Dominion R.F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33½; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Elev's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.00; chilled, $7.50; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—We quote: Bar iron (basis), $2.70; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—As noted last week the price has been advanced to $5.25 per cwt. with a reduction of 25c. per cwt. for ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are steady. We quote: Silver Star, per gal., 21½c.; Sunlight, 22½c.; Eocene, 24½c.; Pennoline, 25½c.; Crystal Spray, 24½c.; Silver Light, 22½c.; Gasoline, 70-72 (engine), 25½c.; in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE Quotations are: While lead, pure, $6.75; bladder putty, in bbls., 2½c.; in kegs, 3¾c.; turpentine, pure, in barrels, $1.07;

less than barrel lots, $1.12; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote : 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75;91 to 95, $17.30.

NEW ONTARIO COAL.

The announcement made by Hon. Frank Cochrane that anthracite coal had been found in Northern Ontario is of great importance to the province, as the industrial importance of coal to the country cannot be over-estimated. At present Canada's coal supply lies in the extreme east and the extreme west, hence the discovery of coal in Ontario, and hard coal at that, is a thing that means a lot for Central Canada. Until further evidence is produced, however, this discovery should not be too quickly taken for granted, for the same reports were circulated some few years ago, when hard coal was supposed to be found at Sudbury. A company was floated to develop these mines, but it was found that their find consisted simply of a material called anthraxolite, which is not at all valuable as a fuel.

The Intercolonial Railway has called for tenders for car and machine shops at Moncton. They will be 630 by 132 feet.

RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

MUNRO WIRE WORKS, Limited

NEW GLASGOW, N.S., AND WINNIPEG, MAN.

E-Z FLOOR STAIN

BEAUTIFIES YOUR FLOORS

AND

MAKES OLD FURNITURE NEW

EASY TO APPLY. QUICK TO DRY.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON WINNIPEG

We Manufacture in Winnipeg :

Metal Shingles, Sidings and Ceilings, Corrugated and Plain Round Conductor and Eavetroughs in 10 ft. lengths, Metal Windows, Cornices, Skylights.

WINNIPEG CEILING & ROOFING CO., - - Foot Scott St., Fort Rouge

TELEPHONE 2845

DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods :—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

PILKINGTON BROS., LIMITED

(WORKS : ST. HELENS, ENGLAND)

BRITISH PLATE AND WINDOW GLASS

ALSO

Wired Rolled — Wired Polished Plate — Prismatic Glass

Figured, Rolled and Cathedral — Rolled Glass

Muffled, Obscured and Enamelled Glass — Plain and Bevelled Mirrors, etc.

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METAL CEILINGS

Hardwaremen who keep in touch with their customers, and our Ceiling, cannot be euchred out of their orders.

But you must have the ceiling in stock if you want to talk business.

You can get Samples and Prices.

METAL SHINGLE & SIDING CO., Limited

PRESTON, ONTARIO

Nova Scotia Trade News.

Halifax, N.S., June 6, 1906.

There need be no idle men in this city, or in any other part of this province, this season, as there is plenty of work going on, and in consequence money is in freer circulation. Sewer building, the preparations of the new buildings for the Dominion Exhibition, and the erection of many other buildings in Halifax this year, has made labor in good demand. The city works department has even had to advertise for unskilled labor, which is something out of the ordinary, as there are usually more men applying for work than there is room for. Not only is labor in good demand here, but also in Cape Breton, where it is stated that it is difficult to obtain the required number of men to work the various collieries.

* * *

Trade is steady and fairly good. Haying tools are selling freely and there is a good demand for paints and oils. The prices of these articles are unchanged, as well as white lead. Some of the jobbers are complaining of the slow delivery of goods from the American markets. They state that their goods shipped via Boston, by steamer direct here, are held at the American port for as long as two weeks, owing to the great crush of freight on the steamers plying between these two points.

* * *

The new brick power house at Dominion No. 2, C.B., which is to be used by the Dominion Coal Co. as its central station for the developing of electricity for the various collieries, is now completed. W. A. Foley, inspector of the Goldie, McCulloch Co., of Galt, Ont., superintended the installing of the engines and machinery. The engines, of which there are three, are of the most modern type constructed, with a cylinder speed of 20 and 40 by 36, with a speed of 120 revolutions per minute. They are of the direct-connected type, horizontal, 800 horse-power, and will run parallel to each other. The latest patent of the Westinghouse generator will be used.

* * *

At the annual meeting of the Canada Electric Co., held at Amherst, a dividend of 5 per cent. was declared. The old board of directors was elected, as follows: M. D. Pride, D. W. Robb, B. D. Bent, J. A. Dickey and N. A. Rhodes. At a subsequent meeting of the directors M. D. Pride was elected president, and J. Alder Davis secretary and treasurer.

* * *

The Robb Engineering Co., of Amherst, have shipped two one hundred horse-power engines to the Atikokan Iron Co., of Port Arthur, Ont.

* * *

Amherts, N.S., is to have another new industry. A company has been formed there called the Amherst Malleable Iron Co., with $100,000 capital. A large portion of the stock has been subscribed by Amherst men. Malleable iron goods of all kinds will be made, especially such as are required by railway and street cars, large quantities being used by the Rhodes Curry Co. A brick building 360 by 75 feet will be erected immediately at the south end of the town, and fifty skilled workmen will be employed at the start. The officers are N. Curry, president; J. Crossman and G. Sauber, vice-presidents; John J. Lawlor, general manager. These, with William Knight, are the directors. Messrs. Sauber and Lawlor are enterprising experienced men from the United States, the former having established successful electro plating works here a year ago, and the latter a capable foundryman from the Pittsburg district. The company starts with fine prospects of ranking among Amherst's successful industries.

* * *

An interesting booklet descriptive of "Rampart" Cement has just been issued by the Sydney Cement Co. The booklet is neatly and attractively gotten up and contains different analyses of the cement, testimonials from many persons who have used it, including General Manager Jones, of the D. I. & S. C.; City Engineer Yorston, and Jas. T. Burchell, president of the Gowrie & Blockhouse Co., and pictures of buildings where the cement has been used.

AMERICAN HARDWARE IN TRANSVAAL.

United States Consul Snodgross, of Pretoria, writes as follows in response to a West Virginia letter desiring procedure methods for selling axes and scythes in South Africa:

An interview with a leading hardware merchant of Johannesburg disclosed the fact that the firm made all their American purchases through a New York agent and they did not care to enter into new arrangements. The same reply came from other hardware firms. Hardware men say they are purchasing but little this year on account of the flooding of the country with $15,000,000 of army stores, which were thrown on the markets at very low prices.

The American ax will never find a valuable market here, on account of the lack of forests and timber, though the American hatchets (called axes here) will always be in demand for building purposes. The home or business block is usually erected with building cement, lumber being extremely high in price. Scythes are not needed, as the veldt is used only for grazing land.

Despite the fact that hardware merchants assert that they are overstocked, the United States has been making gains in her hardware exports to this country since the close of the war. The following table also shows that Great Britain sustained quite a loss in hardware sales last year:

Country.	19 3.	1904.	1905.
England	$1,022,000	$1,519,000	$2,047,000
America	172,000	530 000	591,000
Germany	13,000	333 000	440 000

America and Germany greatly increased their trade, and it is evident that they are going to hold it. I give herewith the leading hardware firms in the Transvaal. Those marked with an asterisk (*) are large buyers.

Johannesburg.—J. P. Ablett & Co., T. Alcock & Co., Bardsorf & Co., *Becket & Co., Beerstrecher & Co., *W. P. Browe (Limited), B. N. Cotton & Co., Douthwaite & Co., Dunton Brothers, H. Farmaner & Co., A. Fass & Co., Felber, Jucker & Co., J. Forrest & Co., S. A. French Trading Company, H. Fuchs & Co., Griffith & Co., B. Gundelfinger, W. B. Hall, Hanson, Scradr & Co., H. C. Hawkins & Co., *Henwood, Son, Soutter & Co., *W. Haskin & Son, W. F. Johnstone & Co., Arthur Koppel, J. Lawrence & Co., Lee & McCann, H. M. Light, *E. Meyer & Co., E. Nettmann & Co., J. & B. Niven, G. North & Son, S. Oleson & Co., Paddon & Brook, Parker, Wood & Co., Parker Brothers, Philip Brothers, H. Plant, Raleigh & Rockey, Pandles Brothers, Reid Brothers, Rensb, Herron & Co., C. S. Rideal, E. & A. Rogaley, S. P. Ruthven, *Sheriff, Swingley & Co., *M. M. Steytler & Co., S. Sykes, E. W. Tarry & Co., *Transvaal Warehouse Co., A. P. Walker, Weeks & Johnson Company, C. F. Wienand & Daniels Company, Wienr, Schwab & Co., C. B. Wiley, Wolff & Elias.

Pretoria.—*T. W. Beckett & Co., John Jack (Limited), *P. Henwood, Son, Soutter & Co., Cairncorn & Zillen, *Mosentahl Brothers (Limited), Johnston & Co., W. Francis & Sons, *Poynton Brothers, Law & Campbell, D. S. Hughes & Co., *Izaak Harhoff.

THE QUALITIES OF SOFT SOLDER.

As there is very little difference in the strength of the soft solders composed of tin and lead, it is apparent that the best solder is one which has the lowest melting point. The following figures from an English exchange illustrate the change in melting point which takes place when tin and lead are alloyed:

Mixture.	Melting point.
Pure tin	442 Deg. F.
Tin, two parts; lead, one part	340
Tin, one part; lead, one part	370
Lead, two parts; tin, one part	441
Pure lead	608

It will be seen that the solder with the lowest melting point is the mixture of two parts of tin and one of lead (or tin 66 per cent. and lead 34 per cent.) As this mixture is the eutectic—i.e., the mixture with the lowest melting point of the series—there is no white spot in the centre of the cast bar. White spots on bars of solder are caused by the presence of two or more sets of alloys. When a solder bar cools, the alloys with the higher melting point set first in the form of crystals, while the eutectic, being the one with the lowest melting point, and comprising the greater portion of the metal, is the last to cool. The crystals, therefore, are imbedded in the matrix of the eutectic, and so form white spots. By the use of a mixture of tin and lead which is all eutectic the whole bar sets at once and there is no crystallization or white spots. For this reason a two and one solder makes the best looking bar. Solder makers frequently make this mixture by mixing the tin and lead and pouring the metal on a cold iron plate. If the top shows the white spots, then more tin or lead must be added. For purposes where the very best solder is required and one with the lowest melting point, the mixture of two parts of tin and one part of lead is the most satisfactory.

PROGRESSIVE RETAILING

A PERCENTAGE SYSTEM OF DOING BUSINESS.

A percentage system of doing business offers advantages to a business man, whether manufacturer or retailer, for it gives him a track on which to run his business, and a time schedule with which he must keep up. It fixes the mark at which he is striving, a certain reward for his work, or profits at the end of the year, and it guides him in buying and selling his goods during the year. Percentages in various enterprises differ, and for a general illustration a theoretical case may be taken, and business men may adapt it to their own conditions.

Figuring it Out.

In a retail store let the total volume of business be 100 per cent. Let it be divided into profit at 10 per cent., cost of operating, or selling goods, at 20 per cent., and 70 per cent., the cost of stock. Profit is the vital point to the retailer. He must earn enough money from his business to secure for him a reasonable living. If he wishes $2,000 a year in profits, and estimates his profits at 10 per cent. of his volume of business, he must do a business of $20,000 per year. His 20 per cent. for operating, or selling his goods, will allow him $4,000 a year for that purpose upon a basis of a business of $20,000 a year, and then allowing 70 per cent. for stock, he will have $14,000 with which to buy goods. This divides his annual business as follows: $14,000 cost of stock, $4,000 cost of selling goods, $2,000 profit.

Basis for Reckoning.

The percentages may differ, according to the nature of the business, but the system will apply to any business. A retailer or manufacturer must secure his own percentages and fix them according to his own judgment. He may secure a basis for reckoning by taking the total volume of his business for the previous year, and then figuring the percentages of profit, operating expenses and cost of stock. Naturally he looks upon his percentage of profits as the most important item.

Keeping up to Standard.

Having made up this table of percentages, he has a guide for buying and selling, and running his store. He has a mark at which he is striving, a certain profit at the end of the year, and he regulates his business accordingly. He does not worry and guess what profits his books will show at the end of the year. He has in mind a certain profit which his business must bring if managed rightly, and he devotes his energies to managing it rightly. He allows a certain percentage for new goods and a certain percentage for expenses, and he fixes them so that he will get a certain profit, of which he is ambitious.

An Illustration.

An ingenious illustration of this percentage system in minute detail may be worked out on paper. Consider an article that retails at $2—a hat, shoes, gloves, a razor or any other article. Let its cost be estimated at 70 per cent., or $1.40; the cost of selling it at 20 per cent., or 40 cents, and the profit on it at 10 per cent., or 20 cents. This brings the seling price to $2.00. To get a profit of $2,000 a year a retailer must sell 10,000 of these $2 articles, or $20,000 worth.—F. A. Gannon in Ad Sense.

WHERE TO GET THE PROFITS.

One of the secrets of success in the storekeeping business is in knowing where to put the profits.

Marking a level per cent. of profits on all kinds of goods will not work out right, as many merchants who have tried will testify. The merchant who succeeds has his "leads" and "drives" which he sells possibly at cost and possibly at less. Staple lines, too, are usually sold on a close margin. It is on those goods which are not exactly like his competitors, and on those the value of which it is most difficult to judge that the shrewd trader makes his money.

A Good Reputation.

The problem which is constantly before the merchant is how to get a reputation for selling cheap, at the least expense. It is not so very hard to get the reputation, but where some men make money is in knowing how to get the reputation without making the cost too high. They do this by knowing how to adjust their profits.

A merchant should buy goods especially for leaders, and these should be of a kind not easily duplicated from his competitor's stocks. A drive in 10 cent goods is always effective. Most merchants find that the medium grades of merchandise will stand a better per cent. of profit than the highest or lowest qualities.



FOUNDRY AND METAL INDUSTRIES

The zinc smelter at Frank, B.C., will be in operation soon. Thos. Jones is manager.

The average daily output of the Dominian Coal Company's mines is now 14,000 tons.

The Ottawa Furnace & Foundry Company's plant is being offered for sale by the liquidators.

The earnings of the Lake Superior Corporation for the year ending June 30 next will amount to $5,200,000.

British Columbia lead production during 1905 amounted to over fifty-six million pounds, valued at $1,971,818.

The Dominion Steel Co. and the Soo Company are said to have enough orders on hand to keep them going for two years.

The Canadian Westinghouse Electric Co. have the contract for machinery for lighting the new Traders' Bank building, Toronto.

The Malleable Iron Company, of Amherst, N.S., will commence building their new plant at once. It will be of brick, 300 by 75 feet.

The Western Iron Works have opened up a new factory at Elmwood, Winnipeg, for the manufacture of ornamental and architectural iron work.

The United States Steel Co., which it is understood purposes erecting a million dollar plant near Sandwich, Ont., have paid over $17,000 cash for the land.

Preparations are being made to start the Belleville rolling mills. Cars of scrap and sortings are on the way. The new company will be known as the Toronto & Belleville Rolling Mills Co.

The by-law to give the Canadian Iron & Foundry Company a $20,000 site for the car wheel works was carried at Fort William and work will be commenced at once on a plant that will produce 75 tons of finished product a day.

A Glace Bay despatch says the Dominion Coal Company now have ten mines producing. Total shipments for the month were 330,015 tons. If sufficient labor can be procured the June output is expected to be the largest in the history of the company.

The Toronto & Belleville Rolling Mills have been incorporated under Dominion charter with a capital stock of $599,900 for the purpose of taking over the interests of the Iron & Steel Co. of Canada and carrying on the manufacture of iron and steel. The provisional directors are W. D. Morris, Henry Nicholson, G. E. Barber, R. G. Code and E. F. Burritt, with chief place of business at Belleville.

Cheap, Unreliable Paint is a Costly Investment That Pays Poor Dividends to the Dealer



The Man-in-Business, or the Man-about-to-go-into-Business, who contemplates handling paints, cannot be too careful of the line he selects. He can make or break his reputation on the goods he handles. Unless he gives honest paint value, his business will be neither stable nor profitable. Cheap, unreliable paints cannot get trade and hold it.

SHERWIN-WILLIAMS PAINTS

are dependable. They meet every requirement of both dealer and customer. The S-W. Co. manufactures a paint for every painting purpose, and every one of them is made just as good as paint can be made. The materials used are carefully selected and tested, expert paint makers are employed in their manufacture; the machines for mixing and grinding are made in the Company's own machine shops, and the paints are right in every respect. Behind *The S-W. Products* is a reputation of forty years of honest paint making. They are recognized universally as the standard of excellence.

If you want a line that will bring trade to you—and keep it—*The Sherwin-Williams Paints* should be on your shelves. We have strong selling helps for the dealer, and these, coupled with the high quality of our products, make rapid and profitable sales.

Write us today about it.

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PAINT AND VARNISH MAKERS.

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Warehouses: 86 York Street; Toronto; 147 Bannatyne Street, East, Winnipeg, Man.

1617

THE WORLD'S IRON INDUSTRY.

It is estimated that the iron ore used to date aggregates 3,300 million tons, and that the consumption of raw iron has multiplied twenty-five times. In 1800 the world absorbed 2,000,000 tons, while at the end of the century the figures were 50,000,000 tons. The following table will show the rapid increase of cast iron since 1800, in millions of tons:

Country.	1800 to 1825.	1825 to 1850.	1850 to 1875	1875 to 1901.	Total.
United States ...	2	9	31	245	287
England	8	40	120	230	398
France	3	10	25	56	94
Germany	2	7	23	145	177
Others	5	14	31	94	144
Total	20	80	230	770	1,100

The following table shows the great increase in the average annual output of the individual blast furnaces of each country:

Country.	1870. Tons.	1903. Tons.
United States	6,344	95,000
Germany	6,400	41,000
England	9,120	26,100
France	4,400	24,800
Belgium	13,380	34,745

The manufacture of cast iron for the years 1904-5 is estimated as follows:

Country.	1904. Tons.	1905. Tons.
United States ...	16,497,033	25,000,000
Germany	10,103,941	11,000,000
England	8,562,658	9,000,000
France	2,800,000	3,000,000
Russia	2,300,000	3,000,000
Belgium	1,300,000	1,350,000
Other countries...	3,000,000	3,000,000
Total	44,563,632	55,350,000

President Hadfield, of the Iron and Steel Institute of England, said in May last that the demands of the century in cast iron, taking as a basis the production of the last thirty years, would amount to about 54,000,000,000 tons of ore. If this hypothesis is granted, which is considered arbitrary, the stock or supply on earth would be exhausted before the twenty-first century.

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TACKS
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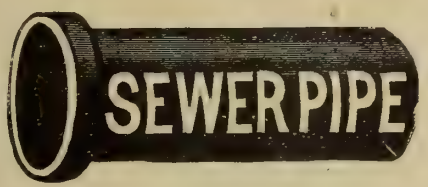
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NEW GLASGOW, N.S.

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JOHN OAKEY & SONS, Limited
Manufacturers of
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Wellington Mills, London, England

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are two vital elements in

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PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

TURPENTINE IN JAPAN.

The weekly report of the department of trade and commerce, issued May 28th, contains an interesting letter from Alex. MacLean, the Canadian commercial agent in Japan. He says in part:

"Inquiry called for by Canadian correspondence, discovers that turpentine is so scantily manufactured in Japan that no statistics are kept of it. It is not so commonly used here as in Europe and America. The Japanese native houses are not painted either inside or outside; plain finish of natural wood being the universal practice. The houses of foreigners, built of course in foreign style with some far Eastern peculiarities of design and finish, are liberally painted; but these make a comparatively small aggregate. For other industrial and for miscellaneous uses turpentine is required to the same extent perhaps as in other countries. The importation is mainly from the United States, England and Germany, as the following quotations show:

Oil or Spirit of Turpentine.

	Quantity.	Value in yen.
1903.	38,935 gals.	49,515
1904.	25,540 gals.	42,164
1905.	27,648 gals.	35,628

Country.	Quantity.	Value in yen.
England.	12,235 gals.	15,512
United States. . . .	15,405 gals.	20,097
Germany.	8 gals.	18

Note.—(1 yen equal 50 cents.)

A foreign firm, extensively engaged in trade throughout the Far East, say that most of the turpentine used here comes from New York; but if the Canadian producer could supply the right quality at about 75 cents (gold) per American gallon c.i.f. Japan ports, some market might be found. It would be necessary, however, to send samples in advance. The packing best suited for this market is cases containing two five-gallon tins.

It may be remarked that, for reasons of greater cheapness, benzine or some by-product of coal oil takes the place of turpentine greatly in the matter of paint thinning.

TO BURN LETTERS ON GLASS.

The following instructions apply where each letter is to be outlined with a burnished line 1-4 inch wide, the interior of the letter being in a dull gold.

Lay the glass flat on the table, and for the parts of each letter which are to be in dull gold leave plain glass; plate coat the rest with embossing black. The exposed portions of the glass should then be eaten away with hydrofluoric acid, which will not attack the covered portions and will do its work in a few minutes to a half-hour, depending on the strength of the solution. To ascertain the depth to which the acid has eaten, draw a needle or other fine steel instrument against the edge of the letter. When deep enough, pour off the acid and wash the surface of the glass with clean water. Remove the black with turpentine.

Gild the letters, allowing the gold leaf to come beyond the edge of the letters to the required width of the burnished line. Use a weak solution of isinglass as a medium. When dry protect the gold line by a coating of red lead and gold size. When this is hard the surplus gold may be readily washed off.

If the plate glass cannot be removed from the sash, the acid cannot be used in the manner described. In such case lay the gold around the edges of the letters on the back, on a weak solution of isinglass. Cut the gold on a cushion and place on the wet size. When dry, the gold from the face side will appear bright. It may be further burnished, if desired, by rapidly pouring hot water on the letters and allowing it to run off, using great care to prevent the gold washing off, if a weak solution is used. Paint the line of gold in with a backing of gold size or varnish and red lead, and when it hardens wash off the gold beyond the edge of the line. To make the letters appear dull done to the edge with isinglass, write the inner part in with pale varnish and when almost dry, gild.

TO CLEAN WINDOW GLASS.

To thoroughly clean window glass pass diluted sulphuric acid, about as strong as vinegar, over it, and let it act a moment; then throw on just enough pulverized whiting to give off a hissing sound, directs the Master Painter. Rub both over the pane with the hand and polish with a dry rag. Rinse with clean water and a little alcohol, polish dry and clean. Treat both sides of the glass in the same way.

To business that we love we rise betime and go to 't with delight.—Anthony and Cleopatra.



"Say! that Elastilite of yours is great varnish, painters in our town will have nothing else."

The above is what a prominent hardware merchant told us in our office last week when placing a rush order for a further supply. If you haven't got the painters' trade in your town, try them on Elastilite. Send us the names of your painters and we will submit through you free samples for test.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA.

Now, Let Us Get Together

You are looking for a stain that you can sell with all your might. WE HAVE THE STAIN. It is an entirely new preparation for staining and finishing floors of every description. It is called

Stoll's Flintcoat Stain

You will like this stain as soon as you see it, and you will like it a great deal more when the sales start a-going. Just get in a quantity of STOLL'S FLINTCOAT STAIN and tell your customers. It dries hard over night, gives a durable and elastic surface, and will not crack or chip. Six colors—Light Oak, Dark Oak, Cherry, Mahogany, Walnut, Transparent.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

AN AID TO CLEANLINESS

Kitchen floors are hard to keep clean when covered with the ordinary **floor paints,** which accumulate dirt, and rub off when washed.

JAMIESON'S Floor Enamels

dry very hard, in a short time, and leave a gloss which prevents the collection of dirt. They wear like iron, and are not affected by washing.

These are sure business-getters. Made in all the popular colors

BY

R. C. JAMIESON & CO.
LIMITED
MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

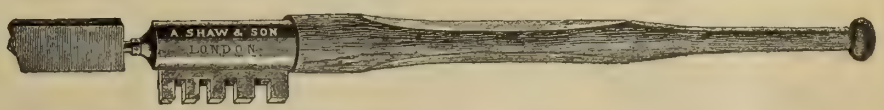
Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
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FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent

GODFREY S. PELTON
201 & 202 CORISTINE BUILDING, MONTREAL

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade

GLAZIERS' DIAMONDS



IN ALL PATTERNS.

Made only by thoroughly experienced workmen. 10 years as cutter and 16 years as chooser and setter being the experience of our head setter.

Canadian Agent, J. B GIBSONE, P.O. Box No. 478. MONTREAL.
From whom users of glaziers' diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

The Goods that Made this Trade Mark Famous



It was not the "**ANCHOR**" name that first made

ANCHOR LIQUID HOUSE PAINTS

famous. The paints made the **name** famous, because of their remarkable **selling** quality, consequent upon their remarkable **intrinsic** quality.

The only white lead used in them is **BRANDRAM'S B. B. GENUINE**, the world's standard for close on to two centuries. Think of what it means to you to have goods on your shelves backed with a reputation like that!

Are you now handling these paints? If not, let us tell you more about them.

BRANDRAM BROS & CO. BRANDRAM'S B. B. WHITE LEAD REGISTERED TRADE MARK MANUFACTURERS LONDON ENGLAND

HENDERSON & POTTS LIMITED, HALIFAX, N. S ST. JOHN, N. B.

HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO., - WINNIPEG

Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 8, 1906.

The month of May, just closed, has been one of the busiest on record. Canadian manufacturers have been hard pressed to make deliveries with any degree of promptness. June, too, has opened up well, and although orders are not so heavy as during the previous month a good brisk business is expected to be shown.

Paris green is in very active demand and prices are firmly held. The condition of essential chemicals remains such that easier prices on this material cannot be looked for.

As predicted last week, there has been a decline in turpentine, this week's price being 87c. for single barrels. A good deal of excitement has been caused in this market by the ridiculously low prices quoted by some dealers, who appeared to lose their heads at the first sign of a falling market. Quotations this week are fairly steady.

Linseed oil has fluctuated somewhat during the past few days, but in spite of slightly shaded prices in the Old Country it is not probable that they will be effective here for some time yet.

There has been a very large inquiry for white lead. Most of the grinders have found it impossible to secure sufficient stocks of the domestic product, and imports are large.

As was foreshadowed in our last report, glass prices have dropped somewhat, a decline of 50c. per hundred feet having been declared. The difficulty experienced last week in transferring glass from the wharves to the trains has been to a great extent obviated by a majority of the striking carters going back to work.

TURPENTINE—There has been a decline of 3c., though present conditions do not really justify any expectation of the bottom being knocked out of the market. Our prices are: Single barrels, 87c. per gal.; 2 barrels or over, 86c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

LINSEED OIL—Easier prices prevailed early in the week, but the market has now firmed up, and we still quote: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c.

GROUND WHITE LEAD — Demand continues large and prices are stiff. We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC—Import prices have advanced but the local market is unchanged. Our prices are: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2 -lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD — Prices are firmly held as follows: Genuine red lead in casks, $5.75; in 100-lb. kegs, $6; in less quantities at the rate of $6.75 per 100 lbs.; No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

GUM SHELLAC — We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The Old Country market continues to advance, but we still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—We quote the following prices, which are subject to withdrawal or change: Barrels, 600 lbs., 19¼c. per lb.; kegs, 250 lbs., 19½c. per lb.; 50-lb. drums, 20c. per lb.; 25-lb. drums, 20½c. per lb.; 1-lb. pkts., 100 lbs. in case, 21c. per lb.; 1-lb. pkts., 50 lbs. in case, 21c. per lb.; ½-lb. pkts., 100 lbs. in case, 23c. per lb.; 1-lb. tins, 100 lbs. in case, 22c. per lb. Terms 2 per cent. 30 days.

GASOLINE—Price has risen of late, and ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at the advanced price of 24c. in bbls.

WINDOW GLASS—Lower prices are quoted this week. The carters' strike is practically killed, and all orders are going forward freely. We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break,

"ROOF HIGH" OVER THE OTHERS

TRADE **Rustic** MARK

Creosote Shingle Stains

(Canada's Best)

have met with an enormous demand this season. They are made from the best wood preservative oils known, tinted with strong, finely ground colors.

They produce those rich, soft, artistic effects which cannot be obtained with the ordinary shingle stains. They are made in a number of popular tints, and we make any tint to order.

If you handle "Rustic" stains your trade will grow, and there is a good profit for you.

Write for sample slats to-day.

THE FRANCIS-FROST Co. LIMITED

Makers of the Celebrated "Ark Brand" Paints

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

Ramsay's Creosote Stains

Sometimes you are asked for Creosote Shingle Stains. Are you ready for the trade? Look at our sample slats, and look at our prices.

Ramsay's Creosote Shingle Stains are away below imported goods and away up in quality. This is becoming a popular line. With Ramsay's prices, and Ramsay's quality, popularity will increase. Let us send you our samples and prices. It will mean information and business for you.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Brant-Lac Brantine Oil Finish Turpentine Shellac

are lines that can boast of being sold in the best hardware stores of the country.

The materials from which they are made, the principle on which they are made, the way they work, the way they last, is good ground for your enquiry.

There is no reason why we shouldn't quote you prices.

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.



COMPARE THE PAINT SERVICE TO-DAY WITH WHAT IT WAS BEFORE THE **CANADA PAINT COMPANY** WAS INCORPORATED. IT SPEAKS FOR ITSELF.

THROUGH THE POST OFFICE, HUNDREDS COMMUNICATE WITH THE **CANADA PAINT COMPANY** EVERY DAY, HUNDREDS MORE BY TELEGRAM AND TELEPHONE. STILL MORE THROUGH OUR "INTELLIGENCE DEPARTMENT," VIZ., OUR TRAVELLERS. THE FACT OF THE UNIVERSALITY OF THE PRODUCTS OF THE CANADA PAINT COMPANY IS UNQUESTIONED, AND ALL THEIR BRANCHES ARE **BUSILY BUBBLING** WITH **BUOYANT BUSINESS.**



50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25;second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 8, 1906.

Linseed oil is weaker again this week, although the outlook for seed is not any better. The only reason for the weakness is that the British demand this year is not up to the usual, so that while the production cannot be said to be extra large, neither is the consumption. The Canadian demand is large, but hardly large enough to permanently affect prices.

Turpentine is down another two cents. What turpentine will do it is hard to say. There is a feeling generally that it must go down several cents yet, but the fact that contracts at the present price have been refused by the producers in the south, would lead one to believe that prices will be well maintained.

Paris green holds at the same prices, but not much is being sold. There is still a lot to go out at old prices on orders taken before the rise, but outside of this trade is inactive.

There is no change in white lead. Shipments are hard to get, and the demand keeps up.

There is nothing to complain of in business. Everyone is on the go and orders are coming in good. This seems to be a year of specialties, every large house having some particular line which they are advertising and pushing.

TURPENTINE—Single barrels 90c., 2 to 4 barrels 89c., f.o.b. point of shipment, net 30 days. Less than barrels, 95c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS— Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL— English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.38; Pennsylvania, $1.64; Ohio, 98c.

WHITE LEAD— Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., —$5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN— Canadian Government standard, 600-lb. barrels, 19 1-4c.; 20c.; 25-lb. drums, 20 1-2c.; 1lb. packages, 21c.; 1-2 lb. packages, 23c.

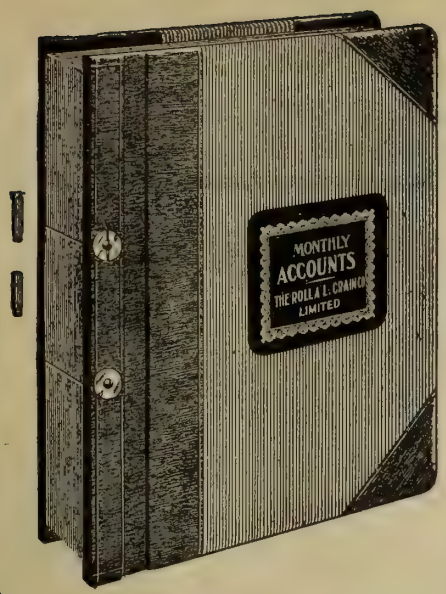
SHELLAC VARNISH— Pure orange in barrels, $2.80; white, $2.90 per berrel; No. 1 (orange), $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 55c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 58c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TORONTO GLASS MARKET.

Something like a glass war has been going on among jobbing houses for months past, and it does not seem to have neared the end yet. An effort has been made to get prices back to the former figure, but, if anything, the cutting has become more keen, some houses offering an extra fine cut for preferred customers. Stocks have been, and still are, heavy, and although the large manufacturers in Europe have come together with a view to restricting the output, so far as this country is concerned no effect has been felt, and the indications are that while stocks are large the market will continue to be weak.

Handling a poor line of lawn hose don't pay. The customer won't remember you offered to sell a better line for more money. All that will be remembered is that the goods were bought at your store and it's two to one that another merchant will get the business next time.



AIDS TO CONTENTMENT

How often you hear the retail merchant say he would be perfectly contented in business if it were not for the credit system! Did it ever occur to you that you can to a large degree eliminate the credit business by having a simple method of rendering accounts? The

Crain Monthly Account System

is recognized as one of the greatest agencies to this end. By the use of carbon paper the same writing makes your day-book entry and charges the items direct to the customer's bill. It is simple, accurate and time saving.

Then render your accounts monthly and you will be surprised at the results. It is the nearest approach to a cash business.

Write us for information.

The Rolla L. Crain Co., Limited

OTTAWA, Canada

BRANCHES and AGENCIES

TORONTO OFFICE—18 Toronto St.
MONTREAL OFFICE—74 Alliance Building, 107 St. James St.
WINNIPEG OFFICE—Sylvester-Wilson Bldg.
ST. JOHN, N.B.—Schofield Bros.
VANCOUVER, B.C.—White & Bindon.



FIGURE UP YOUR SALES OF

WALL PAPER

You will find that out of last season's sales you made your biggest profits on the Staunton lines. Two ways to prove it—selling price over cost price, and so little Staunton stock among the "left-overs." Another reason why Staunton Wall Paper is best to carry is that in originating the season's patterns and colorings Stauntons get closest to what the actual demands of the market will be.

Stauntons' Travellers

will soon be on the road with samples for 1907. Don't place an order until you see their new colorings, new designs and new prices.

STAUNTONS

LIMITED

Wall Paper Manufacturers **Toronto, Ont.**

WALL PAPER.

At the present time the manufacturers are very busy with their samples for the next season. The season, according to what can be gleaned at this date, will be replete with novelties of every description. It is promised that the lines placed on the market this coming season will be better and of greater range than any seen heretofore. It is as yet a little too early to go into the matter of samples for the next season, that is to speak authoritatively on them, inasmuch as the manufacturers themselves have not yet completed their plans as to colorings; final decisions as to patterns and other matters still occupy the attention of many. A record season is anticipated on all sides, however, and steps are being taken which will place the trade in a position to fill all demands.

Possibly the outstanding feature of the new samples will be the brighter colorings. A richer coloring scheme is demanded and the mills have turned out already many neat designs. One large manufacturer stated he was convinced that red was a past favorite. Red, which has had such a run in the past, apparently has given way to greens, browns, and greys, which are expected to be excellent sellers. Greens and greys are held to be the favored shades by a great many, while others give preference to browns in place of greens.

Flat effects are prophesied for next season, many being of the opinion that they will be largely used. For the high-class trade German characters in fine coloring effects are being shown, among other lines.

The staple cheap lines do not show any great changes for the coming season. There are the usual number of new patterns and some good designs rather out of the usual will be shown.

Put the store literature, the trade and advertising journals in the way of the salesmen and encourage them to read them. Reading of that sort is bound to increase their efficiency and stimulate them to better work.

Clerks should understand that they are not paid merely to sell goods but also to make a profit for their employer and to send away every customer well pleased.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Saskatoon has purchased four acres for a power plant site.

The McLaughlin Carriage Works will build a warehouse at Calgary.

A knitting factory is proposed for Ingersoll, Ont. $10,000 will be expended.

W. A. Preston, of Fort Frances, Ont., and others, will build a pulp mill at that town.

Kingston ratepayers carried their by-law to raise $85,000 to improve their lighting system.

Telford & Co., bankers, of Owen Sound, have sold their business to the Sovereign Bank of Canada.

E. F. Hutchings, of Winnipeg, and others will establish a harness factory at Portage la Prairie, Man.

Fort William ratepayers have approved a by-law to raise $125,000 to bring water from Loch Lamond.

Toronto is now the chief banking centre of Canada. It has more than doubled its business during the last ten years.

G. W. Archibald & Co., Winnipeg, have the contract for the mill for the Maple Leaf Milling Co., at Kenora, Ont. The price is $200,000.

In a 24-hour run the rail mill at the "Soo' has just turned out 859 tons, a few tons above the record run recently made by the Dominion Steel Co.

B. W. Snow, the Chicago crop expert, says Canadian crop conditions were never more perfect than at the present time. The increase in the entire Canadian wheat acreage is 10 per cent.

The Catholic School Board, of Montreal, have decided to purchase a lot on Haymarket square, for the purpose of erecting two schools for the parish of St. Helen. The construction of a school for boys will be undertaken at once, but the erection of the other, which is to be a girls' school, will be deferred until next Spring.

The Electric Heaters have been incorporated under Dominion charter with a capital stock of $100,000 for the purpose of manufacturing and dealing in apparatus for use in generating heat and light. The provisional directors are A. F. Leggatt, W. L. P. Smith, C. H. Stapeldon, C. L. Bishop and A. A. Sears, with chief place of business at Ottawa.

The Morse Hardware & Lumber Co. have been incorporated under Dominion charter with a capital stock of $100,000, for the purpose of conducting a wholesale and retail hardware and lumber business. The provisional directors are H. V. Morse, J. T. Douglass, Elise Morse, Martha Ellen Douglass and S. G. Sanford, with chief place of business at Swan River.

A Winnipeg despatch announces the turning on of the power at the Winnipeg Electric Street Railway Company's great plant on Pinnawa Channel, Winnipeg River. The plant is located 60 miles from the city, and is capable of developing 10,000 horse-power, which will be transmitted to Winnipeg for the company's street railway system, lighting, manufacturing purposes, and will enable them to practically cut their former charges in half.

BUILDING NOTES.

T. H. Jones, of Edmonton, will build a $4,000 house.

Winnipeg will erect a new fire hall in Elmwood district.

The Travelers' Club of London will build a clubhouse.

Dr. Bennet, of Tillsonburg, will erect a private hospital.

John Regan will build a $5,000 residence at Edmonton.

Toronto building permits during May amounted to $1,500,000.

McLeod, Alberta, has voted $95,000 for a waterworks system.

L. Goodridge, of Edmonton, is having the Jaspar House enlarged.

St. Johns Presbyterians of Vancouver will build a $47,000 church.

Winnipeg has passed the $5,000,000 mark for building this year.

C. W. Hall, Brandon, has the contract for a new school in that city.

A. St. G. Hamersley, of Vancouver, will build a three-storey hotel.

An Anglican church will be erected at Pembroke, Ont., to cost $15,000.

The Jordan block, Goderich, will be altered to suit the Sovereign Bank.

The Presbyterians of Vermillion, Alberta, ask tenders for a new church.

Brantford public school board will spend $45,000 in school improvements.

The Queens Hotel, of North Bay, Ont., is being enlarged at an expense of $10,000.

The Berlin Robe & Clothing Co. have begun an addition to their factory in that city.

The Charles Thackeray Co. have the contract for the new Royal Bank in Montreal.

Montreal building permits for the first four months of the year amounted to $2,064,818.

The Protestant School Commissioners of Quebec ask for tenders for a new public school.

Lyall & Sons have the contract for a large addition to the Windsor Hotel, Montreal.

The Dominion Public Works Depart-





OAK-CABINET

Given away FREE of charge with an order for six half-dozen Razors as illustrated above.

May be had through all leading wholesale hardware firms.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

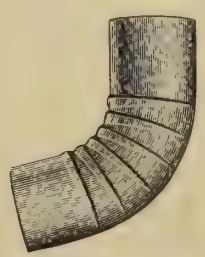
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
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The Moose Jaw Brewing & Malting Co. will build a malt house that will cost about $250,000.

FROST & WOOD'S NEW PLANT.

Frost & Wood Co., Smith's Falls, have now well under way a larger plant than ever to replace the one destroyed by fire recently. The new building in course of erection is to be a four-storey brick structure of standard slow burning mill construction, with no openings in the floors, having a floor area of between 140 and 150 thousand square feet. The new buildings are so designed as to give a maximum production, with minimum handling. One feature is that the elevators, stairways, lavatories will all be in fire proof towers outside the building. The roofs are to be of felt and gravel. The best systems of drainage and ventilation are being installed. The heating is to be effected with exhaust steam probably by direct radiation. When completed the firm will employ 500 hands in their new works.

The entire plant will be electrically driven, a system of motor group drives at 440 volts alternating current being adopted. The power plant to generate the electricity for power purposes is isolated from the other building. Two Bellis & Morcom high-speed engines are being installed, direct connected to 140 k.w. and 220 k.w. generators, respectively. These engines are of the compound condensing type and will use superheated steam. Besides supplying power, these generators will light the works with about 500 incandescent lights and 125 arc lights. A complete sprinkling equipment with a 50,000 gallon tank on a steel tower is another feature as well as a 1,000 Underwriters' fire pump. The brick stack at the power house will be 110 feet high with a 66-inch inside diameter.

At present the Frost & Wood Co. are calling for tenders for boilers, generators and a large complement of iron and wood working machinery.

SALESMAN WANTED.

SALESMAN—Strong, active young man, experienced in hardware, stoves and tinware. Must be willing worker and pushing salesman. References; state age and wages. W. A. Hillhouse, Shelburne, Ont. (23)

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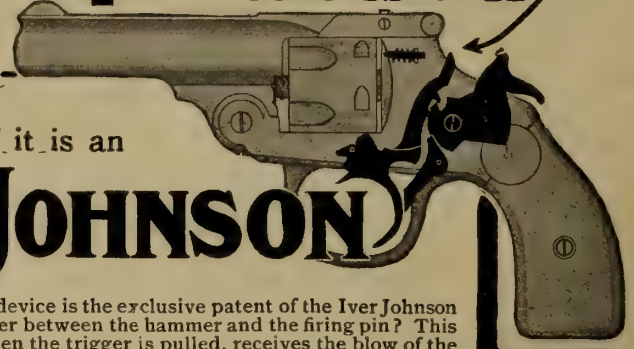
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IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

THE STERLING POWER HACK SAW

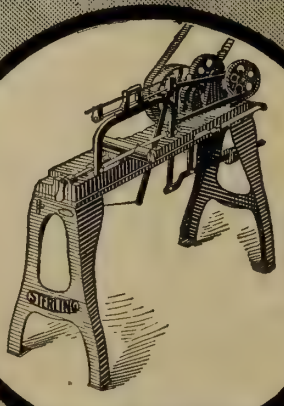
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Contractions count as one word, but five figures (a $1,000) are allowed as one word.
Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

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HARDWARE, stove and tinware business for sale with set of tinsmiths' tools and locksmiths' outfit. Located between Sherbourne and Parliament—a splendid district. Stock runs about $2,500. Owner must devote his attention to other interests. Will sell in whole or in part. An excellent opportunity to pushing man with small capital. Apply R. Fair, 302 Queen street east, Toronto. [23]

THE largest and best paying hardware business in Western Ontario; stock will inventory $25,000; reasons for selling, owners have other interests. Box 522, HARDWARE AND METAL, Toronto. [26]

SITUATIONS WANTED

A COMPETENT builders' hardware salesman, open for a position 1st June; twenty years experience in Canada and the United States. Box 533, HARDWARE AND METAL, Toronto. [23]

THOROUGHLY energetic and experienced hardware clerk and bookkeeper, reliable, trustworthy. Competent as branch manager, or any position of trust. "Metals," 29½ Ann street, Toronto. (23)

WANTED—A position as hardware clerk by young man; 4 years' experience; A1 reference. Box 534, HARDWARE AND METAL, Toronto. [24]

WANTED—Position by first-class hardwareman; over 10 years' experience in first-class general and builders' hardware; experienced in plan reading in large American city; best references. Box 535, HARDWARE AND METAL, Toronto.

METAL SHELF BOXES

DO you know that your customers are judging your stock by the general appearance of your store? It is absolutety impossible to keep your goods neatly arranged without using some kind of shelf boxes. Our system enables you to keep all goods of one kind together; you always know when your stock is running low, and you never have to tell a customer you are just out of what they want and then find the next day you had plenty in stock. The Bennett Metal Shelf Box has been on the market for years. Some of the best hardware stores in Canada have thrown away their old wooden boxes and put in our up-to-date metal box. Cameron & Campbell, Toronto.

SITUATIONS VACANT

PARTNER WANTED in established plumbing and tinware business in richest district in Ontario, to look after stock and books; or would sell; stock, about $3 000. Box 536, HARDWARE AND METAL, Toronto. [23]

WANTED—At once, a first-class tinsmith who understands furnace work, and all work done in country towns. Will pay good wages and engage for 12 months. In writing state salary wanted and number of years at the bench; also whether married or single. W. Montgomery, Stonewall, Man. (23)

QUOTATIONS WANTED

WANTED—Quotations and catalogues on lime and sand machinery; Derricks' new cistern lime plants and stone cutting devices. Box 336, Victoria, B.C. (22)



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The "Sure-Grip" Shingle

Those who are using it, and the number is increasing by leaps and bounds, claim it's the greatest shingle ever made. Of course they know, because they have tried them all.

Fall in line—don't waste time and energy.

Made in three weights of both painted and galvanized material.

The Galt Art Metal Co., Limited
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WESTERN AGENTS
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NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.


20

Covert Mfg. Co.
Troy, N.Y.
Harness Snaps, Chain, Rope and Web Goods, etc.
For sale by Jobbers at Manufacturers' Prices


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LARGEST ASSORTMENT MADE

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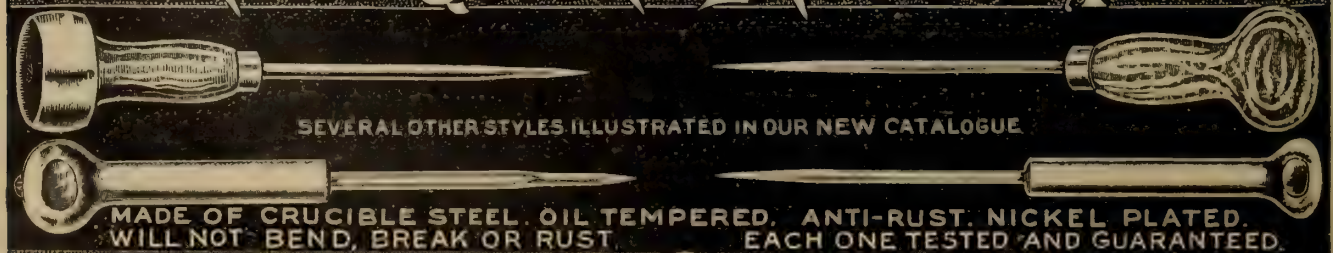


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Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.

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ERIE SPECIALTY COMPANY, ERIE, PA.

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is an article which will help YOU to success. Our COAL TAR, ROOFING PITCH, and other ROOFING MATERIALS, are just as well manufactured, and just as saleable.

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MANUFACTURERS OF

Silverware, Electroplate and Cutlery

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Will do more work in a day, and do it easier, than any other Saws. Because they are made right—of the right material—by workmen who "know how." Our name on every blade.

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Plate E. 500.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

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The reputation of our goods is unequalled.

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We make claims of superiority for the

J.M.T. VALVE



J.M.T.
Globe, angle or check valves made in brass or iron, standard or extra-heavy.

The quality of Metal and Workmanship are the best.
All parts are interchangeable.
They have Full Opening Through Them.
Simplicity and Facility in Re-Packing Stem.
The Keyed Stuffing Box prevents the Nut from coming off in opening or closing the valve.
Disk easily replaced. By removing the nut the old disk will come out of the holder. It is not necessary to dig it out.
The NUT cannot come off, as the Disk prevents it.
The Wheel is Rivetted on, hence the top of Stem is almost Flush with the Wheel.

The James Morrison Brass Mfg. Co., Limited
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The Gem Nozzle.

The most practical and efficient Hose Nozzle on the market.

Quality of material and construction makes it almost indestructible

Throws both stream and spray.

PLUMBING AND STEAMFITTING

THE PLUMBING OF A COTTAGE

By J. A. F. Cardiff in the National Builder, Chicago.
Aeticle VII. (Continued.)

Soil, Waste and Vent Stacks.

One of the marked improvements in modern sanitation is the reduction in the size of soil, waste and vent stacks and their branches. The use of pipe one or two sizes smaller than was heretofore used has been found entirely satisfactory, if not more so, and has the additional advantages of being more

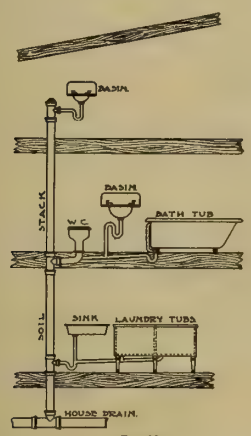


FIG 38.

economical and more easily concealed in ordinary stud partitions.

Formerly, water-closets were made with 4-inch outlets, discharging into a 4-inch soil pipe, which in turn emptied into a 5-inch soil stack. Three-inch stacks, with 3-inch branches, are now found to be ample, and the water closets are made with correspondingly smaller outlets.

Soil and waste pipes should be the same size as, and need be no larger than, the largest outlet of the fixtures discharging into them, for ordinary cottage work.

Soil and waste stacks are made the same size as the largest soil or waste pipe emptying into them.

Vent stacks, for soil or waste stacks up to four inches in diameter, should be not less than two inches, and for larger soil or waste stacks, should be of a diameter equal to one-half of the diameter of the soil or waste stack which it serves.

Vent pipes should be the following sizes :

For traps 3 inches or larger, use a 2-inch vent.

For traps 2 inches in diameter, use a 1½-inch vent.

For traps 1½ inches in diameter, use a 1¼-inch vent.

Soil or waste pipes should be the following sizes :

For water closets, 3 in. in diameter.
For bath tubs, 1½ in. in diameter.
For lavatories, 1¼ in. in diameter.
For shower baths, 1½ in. in diameter.
For kitchen sinks, 2 in. in diameter.
For pantry sinks, 1½ in. in diameter.
For slop sinks, 2 in. in diameter.
For laundry tubs, 1½ in. in diameter.
For other fixtures, 1½ in. in diameter.

There are two methods of installing vertical stacks—the two-pipe system and the single-pipe system. In the two-pipe system, which we will consider this number, siphon traps are used, and siphonage of their water seals prevented by vent stacks and pipes provided for this purpose. In the one-pipe system, the modern non-siphonable traps are used, with which no vent stack or vent pipe is necessary.

In figure 38 we show the old style plumbing, consisting of a single stack with its branches. The soil stack does not extend above the roof but terminates at the highest fixture. Siphon traps are used, but no vent stack is provided to prevent siphonage of the traps. This illustration is introduced for comparison with modern methods.

Figure 39 illustrates the two-pipe system, consisting of a soil stack with its branches and traps, and a vent stack with branches supplying air to each fixture trap. Care should be taken that the connection of the vent pipe to the stack is made at a point above the outlet of the highest fixture of the group, the traps of which are connected to that particular vent pipe.

Too frequently the connection is made below the outlet of the fixture. In such a case a stoppage of the waste pipe would cause the fixture to discharge through the vent pipe, which is intended for air only and should never be used to receive the discharge from a fixture.

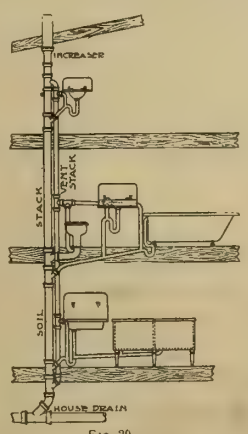


FIG 39

The fact that the discharge passes out through the vent pipe would probable cause the stoppage to remain unnoticed; whereas, if the connection was properly made above the fixture outlet, a stoppage of the waste pipe would be immediately noticed, because the waste would not pass away.

GROWTH OF PLUMBING BUSINESS.

The marvelous development of the plumbing business in America is well illustrated by the figures given in a recent address before the Eastern Supply Association, by Francis J. Torrance. Mr. Torrance said:

"Previous to 1880 there was no distinct record of manufacturers of plumbing goods in this country, as far as Government records or the census recognized it. The manufacture of plumbing goods, of course, was carried on in this country previous to that, but no distinct record was kept previous to that time by the Government. I have ascertained, however, that the entire product of plumbing goods made in the United States in the year 1840, was $200,000, and that the capital invested was less than half of this amount.

"At the opening of the Civil War there were 170 plumbing shops in the United States, as shown by the census of 1860, and according to that census there was a business of less than $2,000,000 in the entire country, and that included also part of the steam fitting and steam heating business, for it had not been separated.

"In 1880 there were 2,162 plumbing shops in the United States, doing a business of approximately $20,000,000. Those of you who have been in the business a quarter of a century will recognize that the period between 1880 and 1890 was that in which took place the wonderful change in sanitary conditions not only the installation of a higher grade of goods, but the commencement of the manufacture of goods in this country, instead of the importation.

"In 1890 there was registered by the census bureau 122 supply houses, whose business was valued in the plumbing line at $12,000,000. Even this included some steam fitting and steam goods.

"In 1900, for plumbing goods alone, the figures reached $15,000,000. In 1900 there were 12,000 recognized and registered plumbing shops, with a business of $132,000,000.

"I have given all these figures with a view to impressing you with the volume of the business done. I might say incidentally that in some cities each jobber is trying to do this amount himself at the expense of his profits and his neighbor's interests. I have always advocated trade relations and trade associations. I am not here as the advocate of price agreements. That policy is one that should only be discussed locally and

which local conditions alone should regulate. I am, however, a firm believer in a system of credit protection such as we have established in several of the cities, and which policy is a growth of the Central Supply Association. Against the object of these associations no argument whatever can be justly received. Their object is to prevent the 'dead beat' or 'skin' plumber or dealer, or whatever he may be, from living on the credulity of the manufacturer or supply man. While there may be arguments in general, there could be no just complaint found against the credit bureau or credit protection. This is a scheme which must appeal to both sides. Their object is to control or keep out of business the man who will not pay his bills, and it is a protection both to the seller and the honest competitor of the dishonest debtor."

BIOLYSIS OF SEWAGE.

In a recent number of the Plumber and Decorator of London, England, the well-known sanitary writer, J. Wright Clarke, gives the following information on the biolysis of sewage in response to a correspondent's inquiries:

Biolysis of sewage is the breaking up of the component parts of sewage by the action of bacteria or very minute organisms of a vegetable character, which set up a kind of fermentative action. The sewage is nearly all water, with which is mixed the waste matters from living animal bodies, from the preparation and cooking of food, cleansing the house, the clothing and the bodies of the occupants, respectively, and from the general economy of a dwelling or community of dwellings, which pass into the drains. Some matters, such as sand and minerals, cannot be changed, but most of the other matters can be decomposed and partially dissolved and broken up into their chemical constituents. It is the soluble matters that are acted upon by the bacteria referred to, which leads to either decomposition or to putrefaction, or to modification, or combinations of the two processes. Simply put, the process of decomposition is not offensive, but putrefaction is very offensive. The germs of bacteria of all kinds are ever present in the air, in water, in food, in the earth, and in the sewage, and live and thrive only when circumstances are favorable to their existence. Some of the germs are harmless to animal life, others, such as disease germs, are injurious, while others again may be looked upon as nature's scavengers. The bacteria may be divided into two classes: those which must have access of air (oxygen), and known as aerobic, and those which do not require air for their maintenance in an active condition, and known as anaerobic.

Dealing with three systems of biological treatment of sewage, that of irrigation, or distributing the sewage on the surface, or immediately beneath the surface, of land, is by far the best and most natural when suitable land is available. The land must be loose and open in texture, or it would not harbor the necessary bacteria nor allow sufficient air (oxygen) to enter the soil to keep them in an active condition. The water soaks away or is evaporated; other portions of the sewage are rendered soluble and suitable for assimilation, as food, by plant life, and other portions are reduced to a gaseous condition and are eventually diffused in the air. Dense clay soils are not all suitable, as they do not harbor the necessary bacteria, and, probably owing to their conducting powers for heat, carry away the warmth necessary for the activity of the germs.

By another system the sewage is run into a closed tank, where the impurities are reduced to a putrid condition by the anaerobic organisms, the liquid portion then flowing into a second, and sometimes a third, tank filled with coke or similar material, the top being open to the air, in which aerobic organisms do their parts. A third system is to run the sewage intermittently through a series of aerobic tanks or contact beds. Neither land, filters, nor contact beds are of any value when they are first used, and it is only when they have become charged with sufficient colonies of the proper bacteria that they become efficient.

The subject is one that cannot possibly be dealt with exhaustively in a brief article, as there are many other modifications besides those briefly described, and it is advisable to obtain and study Moore's "Sanitary Engineering" and Rideal's "Sewage and the Bacterial Purification of Sewage."

CHEAPER GAS MANTLES.

In January the "thorium convention" of Germans decided to kill all competition in thorium nitrate by suddenly dropping the selling price to $6.43 per kilogram (2.2 pounds), less 3 per cent. discount, states the Berlin correspondent of the London Times. Incandescent gas mantles at present consist of about 99 per cent. thorium and 1 per cent. ceria.

Early in 1894 thorium nitrate was sold at $476 per kilogram, but dropped in price year by year, being maintained during the period from May, 1904, to January, 1906, however, at $12.61 per kilogram. The sudden drop spread consternation throughout the gas mantle manufacturing trade. The result has been disastrous to the small thorium works outside the ring with large stocks of high-priced material on hand. Some suspended operations, others went bankrupt, and the "thorium convention" was left completely master of the situation. This leads the correspondent to conclude that the Germans have made a great blunder by their speculative tactics, and have only succeeded in drawing the attention of the mercantile classes everywhere, and of the Brazilian Government in particular, to an industry which they practically had in their own hands, and in which enormous profits were being made. Formerly Germany ruled the market both for the supply of thorium and cerium nitrates and also of incandescent mantles, but now probably the monazite sand proprietors and concessionaires in Brazil and the Carolinas will combine to form an international thorium syndicate, which will deprive Germany of its present predominance in the incandescent gas mantle industry and the subsidiary chemical trade.

The mineral monazite, which contains thorium, ceria, and other rare elements as phosphates, is found in Brazil and in North and South Carolina. The richest deposits are found in sand banks along the coast of Brazil in the States of Bahia and Espirito Santo. The exploitation of the monazite deposits was first undertaken by a shrewd American, John Gordon. The Brazilians regarded the sands as of little value, and consequently permitted him to ship large quantities to Hamburg as ballast, where it was sold at huge profits to German chemical works.

MISUSE OF SMALL VALVES.

Our observation has been that an immense amount of ignorance is shown in the use and misapplication of different lines of valves, says the Valve World. Attention was recently called to an incident where an extra heavy pressure valve, suitable for at least 300 pounds pressure, was used on a railroad car tank where the water pressure was not over five pounds. Upon further inspection of this road, it was found that common standard valves were used on a locomotive carrying 200 pounds pressure.

At the time the Crane Company started in business, there was practically but one pressure of steam, that called "high pressure," namely, about 75 pounds. There was nothing materially higher or lower than that, and consequently there was a demand for only one line of goods.

But upon the introduction of low pressure steam heating, and also in many cases where low pressure water was used, such as for wind-mill service, etc., it became evident that a valve lighter than the standard would answer many of these purposes.

On the other hand, when much higher pressure of steam came into vogue during the past twenty years, it was evident that something decidedly better than the standard valve was required.

STEAM FITTERS' CEMENT.

The following formula for steamfitters' cement was presented by S. S. Sadtler in a paper read recently before the Engineers' Club of Philadelphia. The body of the cement consists of either red or white lead. The red lead is often diluted with an equal bulk of silica or other inert substances, so as to make it less powdery. The best way that I have found to do this, however, is to add rubber or gutta-percha to the oil as follows: Linseed oil, 6 parts by weight; rubber or gutta-percha, 1 part by weight. The rubber or gutta-percha is dissolved in sufficient carbon disulphide to give it the consistency of molasses, mixed with the oil, and left exposed to the air for about 24 hours. The red lead is then mixed to a putty. Oxide of iron makes a less brittle cement than red lead. Probably fish oils and red lead would make good cements of the class for joining pipes, as the fish oils are not such strong drying oils as linseed, and their use might be a case of permissible substitution rather than adulteration.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 8, 1906.

Market conditions show little change over those of last week, though prices in nearly all lines are, if anything, firmer.

The only revision in quotations is in solder, which has again declined, in sympathy with the tin market. Guaranteed half-and-half has declined a full cent, and is now currently quoted at 24 1-2c. to 25c. No. 2 (wiping solder) contains a smaller percentage of tin than the higher grade and is consequently not affected so much by the slump in that metal. A falling off of 1-2c., however, has taken place, and we are now quoting 20c. net.

Prices on lead pipe are naturally firming up very considerably, owing to the high quotations now ruling in the pig lead market. No change has yet been made in the discounts on pipe, but this must be expected if the tone of pig is maintained.

Dealers continue to stave off the threatened advance in iron pipe, but the feeling is daily growing stronger in that direction.

RANGE BOILERS—Sales are numerous at steady prices. We quote as follows: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—Prices are firmer but unchanged. We give the following quotations: 20 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b. London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—The same conditions prevail this week as for some time past. We are still quoting discounts as follows: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

IRON PIPE — No advance has yet been declared. Jobbers are all experiencing a large turnover in nearly all sizes. Our prices are as follows: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Quotations remain steady and there is an active demand. Our prices are: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent off. Fittings, 60 per cent. off.

SOLDER—The declining marke tin tin has affected solder in both the standard grades. A falling off on half-and-half and wiping solder of one cent and a half cent, respectively, is declared. We now quote: Bar solder, half-and-half, guaranteed, 24 1-2 to 25c.; No. 2, wiping solder, 20c.

ENAMELWARE—The leading makers' goods are being sold rapidly, at the same prices as have prevailed for some time. We quote: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, June 8, 1906.

Solder holds at about the same price as last week, although some houses are asking as high as 28 and 30 cents. The impression prevails that it should be a good price, but no changes to speak of have taken place either way.

Discounts on radiators have been increased from five to ten per cent. Competition seems to be the only reason for the change, as iron is firm in price. Business in radiators and boilers is showing up well and the indications are that stocks will be run pretty low before the end of the season, which will no doubt have a tendency to bring prices back again.

Cast iron pipe fittings are also subject to a larger discount this week, starting with some cutting but finally becoming general. An additional discount of two and a half per cent. upwards has been given.

Lead pipe is firm consequent on the higher price pig lead is selling at, but it is doubtful if there will be any change in price, as supplies are fairly large.

All lines are selling well. There is no particular rush feature, but everyone reports a good steady business.

LEAD PIPE—Prices are firm but the same as previous quotations. We quote: Lead pipe, 8c., discount 20 per cent.

SOIL PIPE AND FITTINGS—Prices continue as before with the usual business being done. Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Large quantities continue to go out. Prices are said to be cut in some quarters, but it is not general. We quote as follows: Black, 1 in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS—The usual demand is not at all lessened. Prices continue same as previous quotations. We quote as follows: Cast iron elbows, tees, crosses, etc., 67½ per cent.; cast iron plugs and bushings, 67½ per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65½ per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—Business is increasing weekly and an extra good year is looked for. Our quotations: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS — Discounts have been made larger this week, but business is good. We quote: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—Prices are practically the same as last week. Some houses are selling two and three cents above quotations, but prices given are pretty general. We quote: Bar solder, half-and-half, guaranteed, 25c.; wiping, 21½c.

ENAMELWARE—There have been no price changes recently. We quote as follows: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

TORONTO CIVIC INQUIRY.

The investigation into the scandals arising out of the erection of the Toronto City Hall, which has been going on for about nine months, was practically closed this week when Crown Attorney Drayton summed up all the evidence given and made his charge against Architect Lennox. The architect was shown to have been mixed up in the giving and receiving of favors from contractors, himself receiving large "loans" from Bennett & Wright, contractors for the $169,000 plumbing job. That competition was shut out by paying other tenderers, that possibly tell-tale books of plumbing firms were burned, that witnesses who were material to the inquiry were sent away and received large sums of money at regular intervals to stay away—all this was made clear by the evidence.

Ald. Lynd was shown to have received certain sums of money in return for his influence—all the charges centreing in the city architect.

No decision has yet been given and the judge intends to keep the inquiry open indefinitely so that if S. S. Clarke, of the Bennett & Wright Company, ever returns to the city he can be put in the witness box.

BUFFALO PLUMBERS TO ENTERTAIN TORONTONIANS.

One of the most enjoyable events on the calendar of good times gotten up by the Toronto Master Plumbers' Association last Summer was the trip to Grand Island as the guests of the Buffalo association.

Another invitation to repeat the trip has been received by the recently organized Master Plumbers' Section of the Employers' Association and arrangements have been made to leave Toronto on one of the early Niagara boats on Saturday morning, June 16, returning in the evening.

The Buffalo master plumbers and steamfitters are arranging to eclipse their record of last year and from the time the boat reaches Lewiston until the Buffalonians bid their Toronto guests good-bye a royal good time is assured.

AN ORIGINAL ANNOUNCEMENT.

A Michigan plumber who recently bought out a shop and wanted to introduce himself to the townspeople sent out the following original announcement in the form of a personal letter:

"Dear Sir: Estimating your time is worth fifty dollars per day, enclosed please find check for four cents for twenty-seven seconds of it spent in reading my announcement on plumbing. I have just received a neat and handsome lot of plumbing fixtures and supplies. My assortment is the largest and choicest, and it is never any trouble to show all the goods to any intending purchaser. I am a new beginner, and am thankful for small repair jobs (of which we make a specialty) as well as large contracts. If it might, in cases of emergency, be necessary for you to have my services at any hour of the night, I will gladly attend to your wants as cheerfully as if it were any time during the day. Remember you are employing none but the best mechanics in this line when you call on us, and we will accomplish more sanitary work for you in one hour than many others will, of the opposite kind, in two hours. My modesty will not allow the use of too many adjectives, but can please all in price and workmanship."

THE ONE-PRICE STORE.

How many hardware merchants are there in the country who still follow the antiquated method of marking goods in cipher and selling them for any price they can obtain? asks an exchange. Although the method is beyond all question unbusinesslike, there are to be found a good many hardware stores struggling along with this handicap. This old plan is detrimental to the best interests of any business in these days of keen competition and alert progressiveness.

The day has passed when clerks and merchants can hold a personal following by showing favoritism—or apparent favoritism—and "throwing off" a little from regular prices in order to make a sale. Such methods, though prevalent fifteen or twenty years ago, have outlived their day of usefulness, and were always questionable. The public has learned that when it buys goods marked in cipher it is "buying a pig in a poke." Retail buyers have come to a stern realization of the fact that in such transactions they are placing themselves entirely at the mercy of the integrity—or the lack of integrity—of the seller. The system has been so much abused in the past that the customer becomes at once skeptical if he is offered a discount from a cipher price, no matter if he knows the clerk or merchant in question to be honest and honorable. So to-day the cipher system works harm. The stores marking goods in plain figures are the ones which are making the desirable business gains.

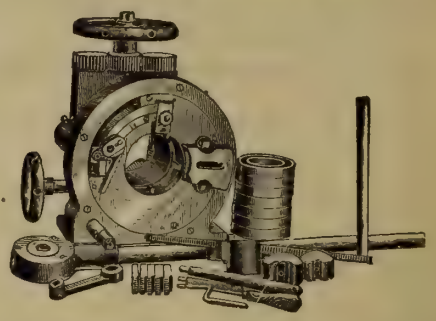
Mark in Plain Figures.

One of the most common objections of the old line merchant to this new system is that it gives his competitors an open opportunity to obtain and to meet his selling prices. Particularly will this be heard outside of the large cities. But it is mighty backward competition that will not obtain these facts under any condition. Mark all goods in plain figures.

In case of special advertised sales, goods should be reduced in price for the period advertised only. There are many staple lines which are seldom, if ever, advertised, and which never need to be changed in price if they are originally marked at a price which meets competition. Such goods need to be marked down only when closing out shopworn samples or broken lines.

Every merchant is familiar with the old adage, "Well bought, half sold." That's one thing that will never wear out in business. It was a live proposition twenty years ago and it is very much alive to-day. If competitors are underselling you it is not often safe to conclude they are going into bankruptcy. Perhaps they have bought to better advantage, and are making more profit than you are, and still selling at lower figures.

A Certain Sense of Satisfaction



Goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—Th Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

GLAUBER



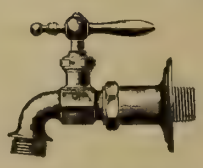
finest brass goods made



ALL SIZES

GUARANTEED 5 YEARS

ALL KINDS



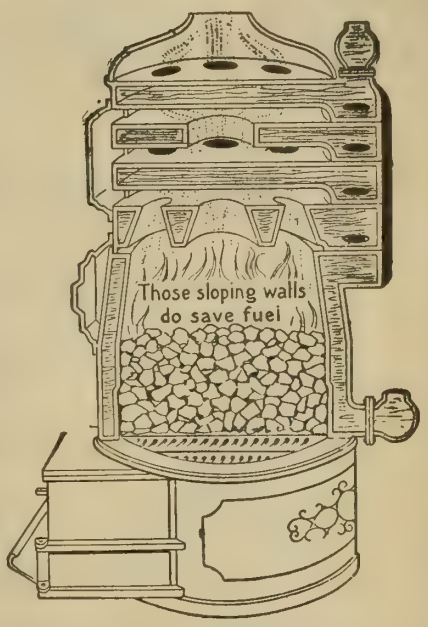


CLEVELAND, OHIO

Forwell Foundry Co.
BERLIN, ONT.
Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand

The One Boiler that Has Every Merit that Counts

Even though The Oxford Hot Water Boiler earned you less profit (it really earns you **more** profit) than other boilers, it would still pay you best to push it. Because the Oxford Boiler, and only the Oxford, has every merit a boiler can possibly have to make it actually worth your trade's buying. It saves fuel as no other boiler can (that's the insloped fire-pot walls, the extra-big first-water section, the triangular hollow grate-bars). It can never spring a leak in the water joints (that's the Oxford metal push nipple and the total absence of rubber gaskets). It sells easier, it stays sold surer, it gives you less trouble and more repute first and last. And it's the easiest Boiler for you to erect—comes to you so far assembled that a tenth of the work gets it installed ready for use. It will pay you to ask us about our proposal to **LIVE** dealers on



The Oxford System of Hot Water Heating

The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Steam Boilers, Radiators, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
HAMILTON
WINNIPEG
VANCOUVER

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

162






TRADE MARK REGISTERED

DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The Oshawa Steam and Gas Fittings Co. Limited

Stocked by all Leading Wholesale Houses.

SPECIALTIES

Hot Air Furnaces. Cash Weights and Washers.

Fine Grey Iron Castings.

OSHAWA, - CANADA

They Please



When a person enters your shop and says: "Do you keep the Daisy Boiler?" you want to be prepared to say, "Yes!"

The fact that steamfitters, who have no interest at stake (except that of doing a satisfactory job) recommend

Improved Daisy Hot-Water Boilers

shows conclusively that this famous boiler has friends on all sides — merit-won friends, too.

Every Daisy Boiler is Guaranteed.

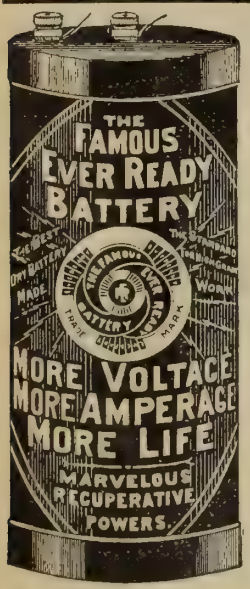
R. J. CLUFF & CO.

Lombard Street, TORONTO

(Complete stock of Pipe, Fittings, Etc.)

Ontario Agents for

Warden King & Son, - Montreal



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



KERR'S GENUINE WEBER

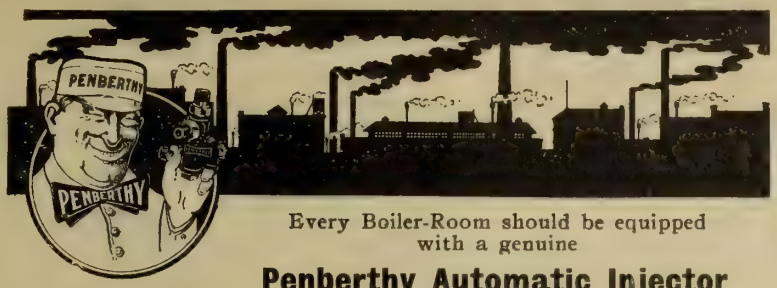
GATE VALVES

have many imitations, but none equal the "real" article made by us. Be sure you get "Kerr's." Every valve made of the best red metal, and beautifully finished.

The KERR ENGINE CO., Limited

Manufacturers

WALKERVILLE - ONTARIO



Every Boiler-Room should be equipped with a genuine

Penberthy Automatic Injector

ACCEPT NO SUBSTITUTE GET THE GENUINE

Mr. Dealer: Do you keep an assortment of

PENBERTHY BRASSES?

Make it a point to

SPECIFY PENBERTHY

NEXT TIME

OUR LINES INCLUDE

INJECTORS	AIR COCKS
OILER CUPS	RADIATOR AIR VENTS
GREASE CUPS	SIGHT FEED LUBRICATORS
WATER GAUGES	PLAIN ENGINE LUBRICATORS
GAUGE COCKS	WHISTLES, ETC.

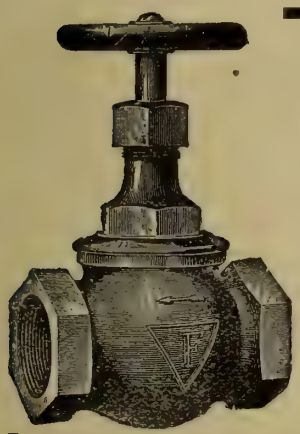
HIGH GRADE STEAM SPECIALTIES



AUTOMATIC INJECTOR
Range
22 lbs. Low to 155 lbs. High

MANUFACTURED BY

Penberthy Injector Co., Limited, Windsor, Ont.



DON'T BLAME US

If you are having trouble with leaky Valves or cracked Discs, use

Fairbanks Renewable Disc Valve

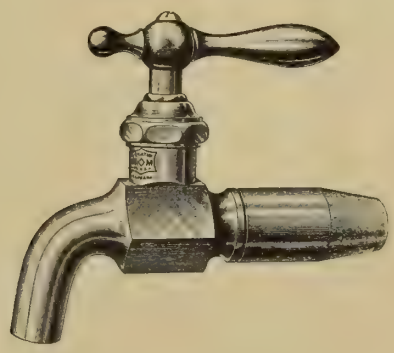
and get satisfaction.

The Canadian Fairbanks Co., Ltd.

MONTREAL
TORONTO
WINNIPEG
VANCOUVER

MUELLER FULLER BIBBS

STANDARD PATTERN



No rough or sharp seat edges to cut the ball. Deep seat with rounded edges, and surface curved to conform to the shape of the ball. Plain or for hose and all styles of pipe connection.

UNCONDITIONALLY GUARANTEED.

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

NO HARDWARE STORE COMPLETE WITHOUT OUR GOODS

Every day you must see more and more the necessity of sticking to standard wares.
Because they are the standard for quality we ask you to order our

READY ROOFING, SHEATHING, BUILDING PAPERS, TARRED FELTS, WRAPPING PAPERS

If you were to get in a supply of

"JOLIETTE" AND "CYCLONE" BRANDS OF SHEATHING

and

"BLACK DIAMOND" TARRED FELT

you would have no difficulty selling them.

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

June 9, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$45 00 $46 00

TINPLATES.

Charcoal Plates—Bright.	Per box.
M.L.S., equal to Bradley—	
I C,14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 75
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75
Bright Cokes.	
Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50
Charcoal Plates—Terne.	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00
Tinned Sheets.	
2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1¼ to 3 in. base		2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"T" " warranted		0 14
"C" "		0 09
Jonas & Colver's tool steel		0 10 0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard		0 08 0 09
CrucibleSteel Co.—		
" Rex high speed steel		0 65 0 75
" Self-hardening		0 45 0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond		0 08 0 09
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard GenuineBabbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Bo Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11½
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No. 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge		2 70
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10¾ oz. (American gauge)	4 25
28 gauge	4 00
26 "	3 75
24 "	3 50

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 45		3 40
22 to 24 gauge	3 60	3 85	3 65
26 "	3 90	4 10	3 90
28 "	4 15	4 35	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00	10 00
" ¼ "		5 60
" 5-16 "		4 45
" ⅜ "		3 85
" 7-16 "		3 70
" ½ "		3 55
" 9-16 "		3 45
" ⅝ "		3 35
" ¾ "		3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	21 00
Bars.		
Cut lengths, round, ¼ to ⅞ in.		26 00
" round and square,		
Cut 1 to 2 inches	25 00	26 00
Sheet.		
Plain, 16 oz., 14x48 and 14x60		25 00
Plain, 14 oz.		26 00
Tinned copper sheet		27 00
Planished		34 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.		0 25
" 35 to 45 " "		0 24
" 50-lb. and above "		0 23

BOILER AND T.K. PITTS.

Plain tinned / Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 75	7 00
Domestic " "	5 00	5 25

ZINC SHEET.

5-cwt. casks	7 75
Part casks	8 00

LEAD.

Imported Pig, per 100 lb	4 40	4 50
Bar, " "		4 65
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05¼

NOTE.—Cut sheets ½c. per lb., extra. Pipe by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's per lb	0 29½	0 30

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$19 65		17 65
5 feet "	20 65		18 65
5½ " "	22 15		20 15
6 " "	24 90		22 90
Plate E II			
5 feet 2½ in. "	19 15		17 15
5½ " 2½ " "	20 65		18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.650 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings— Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch	2 09	¼ inch 2 92
¼ "	2 09	⅜ " 2 92
⅜ "	2 42	½ " 3 27
½ "	3 05	¾ " 4 20
1 "	4 37	1 " 6 20
1¼ "	5 96	1¼ " 8 21
1½ "	7 15	1½ " 9 86
2 "	9 54	2 " 13 14
2½ "	14 50	2½ " 21 80
3 "	19 00	3 " 28 60

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 75 per cent.

No. 1 compression bath cock net	1 75
No. 4 " "	1 90
No. 7 Fuller's "	2 35
No. 4½, " "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon net	25 00
" 35 " "	29 00
" 40 " "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
68	18.00	20.00
82	21 00	24.00
100	28.00	34.00
120	34.00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 percen

CLAUSS BRAND EBONY HANDLED RAZORS



FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

1½-lb. per lb.	0 37
2-lb. or over "	0 34

SOLDER.

	Montreal	Toronto
	Per lb.	
Bar, half-and-half, guaranteed	0 25½	0 26
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 03
Chrome yellow	0 15
Golden ochre	0 03
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.
Pure	6 25
No. 1	5 90
No. 2	5 65
No. 3	5 30
No. 4	4 75
Munro's Select Flake White	6 50
Elephant and Decorators' Pure	6 30
Tiger brand, pure	5 75
Monarch	5 75
Essex Genuine	5 75
Brandram's B. B. Genuine	7 50
" Anchor," pure	6 00
Sterling Pure	6 00
Ramsay's Pure Lead	6 00
Ramsay's Exterior	5 75
Crown and Anchor," pure	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt	$5 75
Genuine, 100 lb. kegs, "	6 00
No. 1, 560 lb. casks, per cwt	5 50
No. 1, 100 lb. kegs, per cwt	5 75

DRY WHITE ZINC.

Extra Red Seal	0 07 0 08
French V. M.	0 06 0 07
Lehigh	0 05 0 06

GROUND WHITE ZINC.

Pure	0 08 0 09
No. 1	0 6½ 0 07½
No. 2	0 5½ 0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co's pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" " Thistle, "	1 00
" Outside, bbls	0 55 0 65
Martin-Senour Co.'s 100 p.c. pure, gal.	1 35
" " " " " ½ gal.	1 40
" " " " " ¼ gal.	1 45
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls per gallon	0 60
Senour's Floor Paints.....gal.	1 20

PARIS GREEN.

600-lb. barrels	
250-lb. kegs	
and 100 lb. drums	
25 lb. drums	
1 lb. paper boxes	
½ lb. tins	
½ lb. paper boxes	
¼ lb tins	

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac." coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

GLUE.

Common	0 08 0 08½
French medal	0 10 0 14
White, extra	0 16 0 18
Strip	0 18 0 20
Coopers	0 19 0 20
Ground	0 12 0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.: American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; 5 per cent. discount. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads. per lb.

Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Beech Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 35 3 00

House.

American, per lb. 0 35 0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cen

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb. 0 07½ 0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55 and 5
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, conepoint	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German	per doz. 6 00	9 00
American	" 12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American	per doz. 1 00	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross 7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire Brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65
Red	0 05 0 06
Crayon per gross	0 14 0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cen

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

DavisClothes Reels, dis. 40 per cent.

Paterson's Wire Edged Ready Roofing

(RED STAR BRAND)

FIRST IN QUALITY
FIRST IN DURABILITY
FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing. Don't you want to know how you can easily secure their profitable orders?

The Paterson Mfg. Co., Limited
Toronto and Montreal.

CONDUCTOR PI.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
"	" "	5 25
"	" "	6 75
"	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 60 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	60⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 per cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90		15 00
91 to 95		17 50
96 to 100		20 50
101 to 105		24 00
106 to 110		27 50

For less than 100 feet of one size, pane at less 33⅓%. Terms 90 days net 2½ 30 day

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to cent.

Wire Gau

Winn's, Nos. 26 to 33	ea	1 65 2 40

GILLETT'S POWDER LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	9 00
" " ⅝ "	"	10 00
" " ½ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1½ "	"	5 20
Web	"	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10

Sledge.

Canadian	per lb.	0 0

Ball Pean.

English and Canadian, per lb.		0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00 4 00
Store door	per doz.	1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00 1 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch		4 50
" 5-inch		6 00
Zenith		9 00
Acme, 4-inch		5 00
" 5-inch		6 50
Atlas, No. 0		5 00
" " 1		5 50
" " 2		00
Perfect, No. 1		8 00
" " 1½		8 25
" " 2		11 00
New Milo		6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)		3 75
" " 1½ x 3-16 in(100 ft)		4 75
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers		6 25
Storm King and safety hangers		7 00
" " rail		4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge— to 10 in	per 100 lb.	4 50
12 in. up	"	25
Spring, No. 20, per gro. pairs		10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.		

HOES.

Garden, Mortar, etc., discount 60 per cent.		
Planter	per doz.	4 00 4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	60 12 00
Hat and coat	per gro.	10 10 00
Chandelier	per doz.	50 1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list } Oval
M.R.M. Co. brand, 55 per cent. } head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base		3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 65
Daisy, all sizes		2 50

Woodyatt, ball bearing, 12 to 20-in 5 60 to 7 45
Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21,23,25	$10 00	14 00
10½ in. ball bearing 12 to 20	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20 5 60
Galvanized	"	1 87 3 85
King, wood	"	2 75 2 90
King, glass	"	4 00 4 50
All glass	"	0 50 90

LOCKS.

Canadian, 50 to 50 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz

Cabinet.

Eagle, discount 30 per cent.

Padlocks.

English and Am	per doz.	0 50 6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire
2d	3 70	3 15
3d	2 85	2 80
4 and 5d	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 10

F.o.b. Montreal. Toronto 10c. higher.
Steel cut nails 10c. extra.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross	3 38	
Diamond	1 00	

OAKUM.

U. S. Navy	per 100 lb.	6 75
Plumbers	"	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 5 pe cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen		6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English	per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.			
Button's imitation....	per doz.	5 00	9 00
man	"	0 60	0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern ..	.....	1 40	2 0016
Canadian pitcher spout ...		1 80	3

PUNCHES.

Saddler s ..	per doz.	1 00	1 85
Conductor's	"	3 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RAKES.

Wood	per doz. net	1 20	up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines ..	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal		0 10½
Pure Manilla		0 15
"British" Manilla		0 11½
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet	per doz.	0 60
" " 60 feet	"	0 75
" " 72 feet	"	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 75
" No. 50, nickle-plated,	"	0 80
Common, plain		4 50
" plated		5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	50
Eureka " tinned steel, hooks		00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's. ... per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete ..... each 0 75 2 75
" frame only ..... each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century $6 25
" " No. 1 Maple Leaf 5 25
" " Happy Medium 4 25
" " Watch Spring 4 25
" common frame 4 00

SASH WEIGHTS.

Sectional	per 100 lb.	2 00	2 25
Solid	"	1 50	1 75

SASH CORD.

Per lb	....	0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.). $18 50

(Hollow Back)		(Reinforced S Scoop.)	
Moose	$17 50	.....	$16 30
Bear	15 00	.....	15 30
Fox	12 50	.....	14 30
Black Cat	10 00	.....	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

SQUARES.

Iron, No. 492	per doz.	1 90	2 25
" No. 493	"	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		....	25 00
" under 40 lb., "		....	28 00
" 200 lb. and over		....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		....	7 00
7 inch	"	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk ...	85, 12½ and 12
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers ..	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75 5 00
English, Patent Leather		5 50 9 75
Chesterman's	each	0 90 2 85
" steel	each	0 80 8 00

TINNERS' SNIPS

Per doz	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.

German	per doz.	4 75	5 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply		....	0 25
" " 4-ply		....	0 29
Mattress	per lb	33	0 45
Staging	"	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	....	4 50 9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 15
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 45
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.		56 00
Square " "	....	59 00
Eclipse, per doz		48 00
Dowswell "		36 00
New Century, per doz		72 00
Daisy		48 00

WRINGERS.

Leader, 11 in.	per doz.	32 00
Royal Canadian, 11 in.	"	29 00
Royal American, 11 in.	....	29 00

Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent

When you buy Canadian-made goods you increase your own sales.

Buy these Brands of FILES and RASPS

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AMERICAN -- ARCADE -- EAGLE -- GREAT WESTERN
GLOBE -- KEARNEY & FOOT -- McCLELLAN -- J.B.SMITH

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Wrought Iron Pipe and Cast Iron Fittings

We have a full assortment of all sizes from 1-8 in. to 6 in.

ALL READY FOR SPRING TRADE

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Birkett, Thos., & Son Co., Ottawa.
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Phillips, Geo., & Co., Montreal.
Silberstein, A. L., New York.

Door Hangers.
Safety Door Hanger Co., Hamilton, Ont.
Wilcox Mfg. Co., London.

Electric Fixtures.
Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell, Toronto.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

Financial Institutions
Bradstreet Co.

Firearms and Ammunition.
Dominion Cartridge Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.

Galvanizing.
Montreal Rolling Mills Co., Montreal.

Garden & Farm Implements.
Maple Leaf Harvest Tool Co., Tillsonburg.

Gas and Acetylene Lamps, Mantles, etc.
Auer Light Co., Montreal.
Continental Heat & Light Co., Montreal.

Glaziers' Diamonds.
Gibsone, J. B , Montreal, Que.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

Hollow Ware.
Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers.
Cluff, R. J., & Co., Toronto.
Gurney Foundry Co., Toronto.
Pease Foundry Co., Toronto.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Ladders—Extension.
Berlin Woodenware Co., Berlin.
Waggoner Ladder Co., London.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Clipper Lawn Mower Co., Dixon, Ill.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs, Etc.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents and Brokers.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Collins, T. C., & Son, Montreal.
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co,, Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Imperial Cement Co., Owen Sound.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Refrigerators.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toro

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont.
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co , Montreal.
Stairs, Son & Morrow, Halifax, N.S.

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory, if the chimney does not draw well.
But the . . .

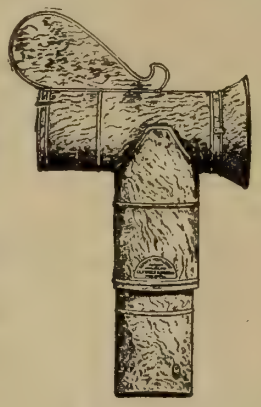
"ZEPHYR VENTILATOR"

will give a good draft to any chimney.

It will even allow the burning of soft coal in the stove, with good results.

WE WANT YOU TO SELL THE "ZEPHYR VENTILATOR" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **THE ZEPHYR** cannot be excelled for ventilating the rooms of **CLUBS, STEAM LAUNDRIES,** etc

"THE ZEPHYR" MAKES HIGH CHIMNEYS UNNECESSARY.



Lachine, June 5th, 1903.
The J. W. HARRIS CO., LIMITED, MONTREAL.
Dear Sirs,
Your system of ventilation installed in our Convent has given us absolute satisfaction.
Yours respectfully,
Sister MARIE PACIFIQUE, GEN. ECO.
Sisters of Ste. Anne.

—MADE BY—

THE J. W. HARRIS CO., LIMITED

CONTRACTORS - MONTREAL



THE SUN ECLIPSED BY "PUTZ"

Putz! What is Putz?

PUTZ, "Lion" Brand, is the most popular and satisfactory metal polish in the world. PUTZ, "LION" brand, is put up in boxes in the form of liquid as well as paste and is known as PUTZPOLISH.

The finest thing for metals is the "Lion" brand. "Lion" brand PUTZ contains no acid. Its use will not injure metal of any kind. PUTZ gives a lasting polish to all metals. It will neither scratch nor rub off. The "Lion" brand saves hours of work. It acts in minutes as compared with hours by old systems of polish. When applied on the surface of iron, of zinc, of nickel, and metals of all descriptions especially, the Triple Extract Putz Polish for Metals, the "Lion" brand, liquid or paste, gives a brilliant and lasting sheen.

Insist upon getting PUTZ, "Lion" brand.

SOLD BY ALL GROCERS AND HARDWARE MERCHANTS

AGENTS:

T. C. COLLINS & SON., MONTREAL

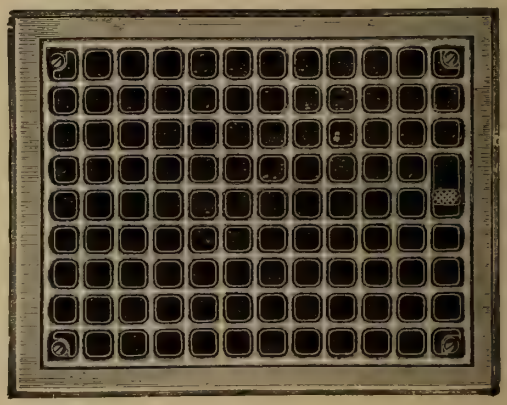
Wrought Steel Registers

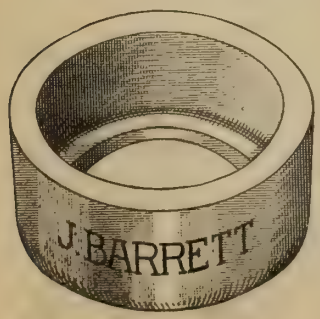
Will not Break or Warp,
Large Air Space,
More Strength,
Less Weight.

For Sale by Leading Jobbers.

HART & COOLEY COMPANY

NEW BRITAIN, CONN., U.S.A.





HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00	per 100
3-in.	"	$7.00	" 100
3½-in.	"	$8.00	" 100
4-in.	"	$9.00	" 100

Complete list on request

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

371 Elgin Avenue, - - WINNIPEG, MAN.

ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

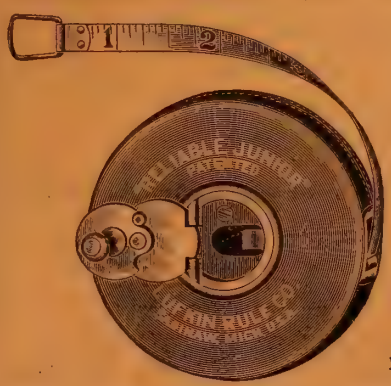
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. **New York City Branch—260 Broadway.**

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1866. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

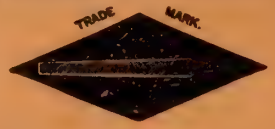
PHILADELPHIA

Twelve Medals



Awarded
By **JURORS** at
International Expositions
Special Prize
Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,
47 Yonge Street, Toronto.
Branches: Montreal, Winnipeg, Vancouver.

We are now supplying

The "Newmarket" Hand Horse Clipper

with nickel-plated levers, enhancing the appearance of this celebrated Clipper.

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

HARDWARE SPECIALTIES

Everything for the Hardware Trade. NOVELTIES and all the BEST SELLERS. Write for our complete sets of Handsome Catalogues.

CANADIAN DISTRIBUTORS OF

SOLAR LAMPS
FRENCH ALPHA LAMPS
R. F. AUTO HORNS
R. F. AMMETERS
R. F. VOLT METERS
COLUMBIA BATTERIES
DAYTON DYNAMOS
KINGSTON CARBURETORS
KINGSTON COILS

KEYS FOR THE MILLION. SPECIAL KEY CATALOGUE

AGENTS FOR THE DOMINION FOR
SHELBY SEAMLESS STEEL TUBING

Illustrated Booklet worth writing for now.

JOHN MILLEN & SON, LTD.

MONTREAL AND TORONTO

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, JUNE 16, 1906 NO. 24.

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS
Canadian Agents: DORKEN BROS. & CO., MONTREAL

FLEUR DE LIS.
"FLEUR DE LIS"
is no longer a stranger, but has proved its claim to be at least equal to any brand except "QUEEN'S HEAD." Quality guaranteed and price low.
JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.




HERE WE ARE AGAIN!
It's now time for you to think about Radiators, particularly about that line known as
Sovereign Radiators
The "Sovereign" stands for newest designs, increased surface, larger connections, reduced friction and the best workmanship in the land.
We can ship these radiators from the following branches: Quebec City, Montreal, Toronto, Winnipeg, Vancouver. Complete Book of Illustrations and Prices sent free of charge.
☞ Don't forget that we are the house for Pipe and Fittings, Brass Goods and Boilers.
TAYLOR-FORBES COMPANY, LIMITED
TORONTO: 1088 King St. West
Head Office and Works: GUELPH, ONT.
MONTREAL: 122 Craig Street

See Classified List of Advertisements on Page 71.

SPORTING GOODS

BASEBALL SUPPLIES
CRICKET GOODS
LACROSSE STICKS
GOLF GOODS

GUNS AND RIFLES



CADDY BAGS



BASEBALL GLOVES



CATCHERS' MASKS



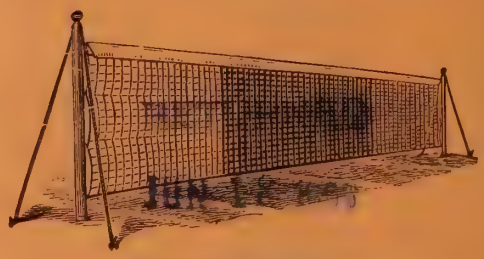
TENNIS RACQUETS



BASEBALL BATS



GOLF CLUBS



TENNIS NETS



GOLF CLUBS

WRITE FOR PRICES AND CATALOGUE

RICE LEWIS & SON

LIMITED

TORONTO.

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

PRICES:
Hollow Ground
$2.00
Double Concave for
Extra Heavy Beards
$2.50
Pair in Leather Case
$4.50
arbo-Magnetic
Strop $1.00



NO HONING **NO GRINDING**

NO NEW BLADES **NO ANNUAL TAX**

FIRST PURCHASE PRICE THE ONLY EXPENSE

If you will send us your dealer's name and let us know whether he handles the Carbo- Magnetic razor, we will send you our **booklet, "Hints on Shaving," Free,** and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, New York

THE GOODS THAT ARE ASKED FOR

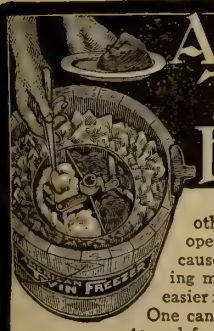
The Twin Ice Cream Freezer
The Peerless Iceland Freezer, all sizes
The Gem Food Chopper
Screen Doors and Window Screens
Woodyatt's Lawn Mowers, all sizes
Star and Daisy Mowers
Lawn Sprinklers and Grass Shears
Garden Hose, 3 ply, ½" and ¾"

WRITE FOR PRICES

THOS. BIRKETT & SON CO., LIMITED

OTTAWA, ONT.

American Twin Freezer



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.

ICE CREAM FREEZERS THAT SELL







Send for Catalog.

THEY ARE
Well Advertised,
In Demand,
Easily Sold,
Satisfactory in Use,
Of Known Reputation,

THEY EXCEL IN
Easy Running,
Quick Freezing,
Economy,
Convenience,
Practical Results,

North Bros. Mfg. Co.,

Philadelphia, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

MANUFACTURE MONEY

FOR HOME CONSUMPTION

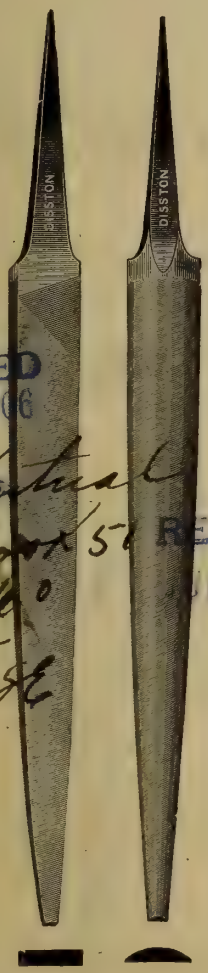
RETURNED JUN 18 1906



RETURNED JUN 18 1906

How To Do It

You don't need to own a mint—just keep your eyes and ears open, and take advantage of every opportunity that comes your way.



Opportunity No. 1

Don't refuse to stock "**DISSTON'S**" **FILES**, because you have enough of some other kind on hand to last you for years.

Set aside a conspicuous place in your store for a small stock of "**DISSTON'S**" **FILES** and watch the result—perpetual motion.

Listen !

If you're a hardware dealer you **must** keep files and "**DISSTON'S**" don't cost any more than inferior grades.

RETURNED JUN 18 1906

Better Than Bank Interest

RETURNED JUN 18 1906

They occupy small space and return you good interest on your investment.

There are no hardware dealers in Canada or the States who do not place "**DISSTON'S**" **SAWS** at the head of the list. In fact they make a standard of them to judge other makes. "**DISSTON'S FILES**" will hold the same place as soon as they are as well known.

If you have never kept this line before, it's up to you to get them **now**. If you're the only dealer in your town who keeps "**DISTON'S**" **FILES** you will get **all the sales**. If the other fellow keeps them too, you get only **half**—perhaps not that much if he's a hustler. Figure it out.

When you've decided that you need this line, send us a trial order.



We are Agents for this line and all orders must pass through our hands.

WRITE FOR PRICES.

RETURNED JUN 18 1906

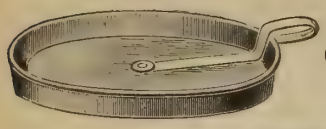


LEWIS BROS., LTD.

OTTAWA ***TORONTO*** ***MONTREAL*** ***WINNIPEG*** ***VANCOUVER*** ***CALGARY***

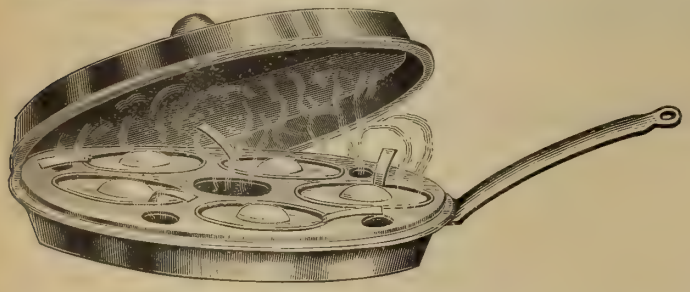
Davidson's Kitchen Specialties

PROFIT MAKERS



"EXCELSIOR" JELLY CAKE PLATE

Removes the Cake from the bottom. Cuts it out neat and clean every time.



Steam Egg Poacher

Turns out a dainty tempting breakfast in one minute.

EVERY HOUSEHOLDER NEEDS ONE.



ENAMELLED

Cereal Steam Cooker and Vegetable Boiler

Comprises four practical cooking utensils. Cooks Oatmeal by steam and makes it delicious.

TRY A SAMPLE LOT. *THEY MOVE QUICK.*

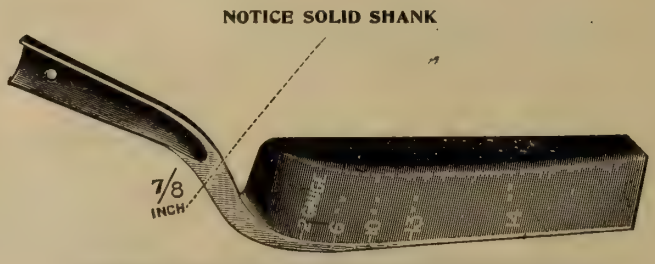
THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG



BULL DOG

SHOVELS and SPADES



Sectional view of finished one piece shovel, showing gauge of steel or thickness at different points.



Canadian Shovel & Tool Company

HAMILTON, CANADA **LIMITED**

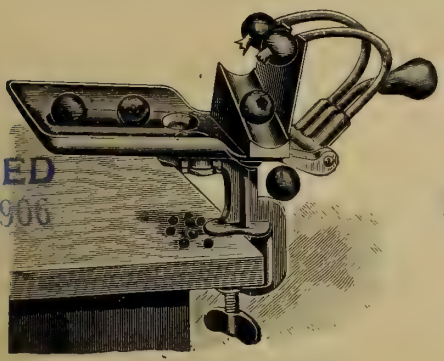
H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

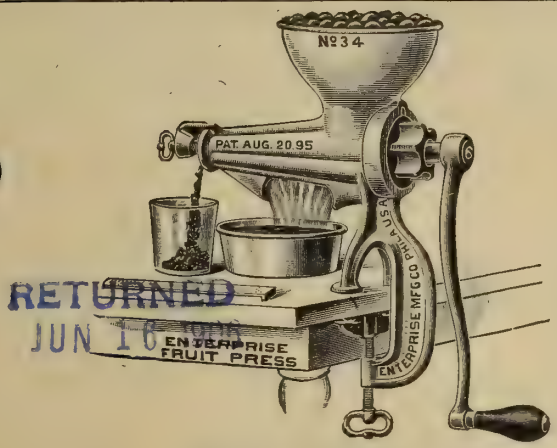
Only Wholesale

138-140 WEST FRONT STREET, TORONTO

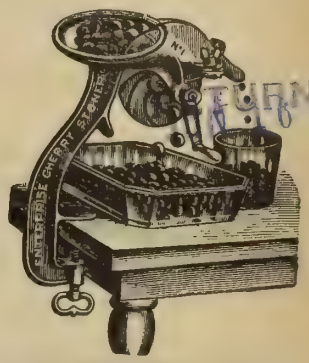
Wholesale Only



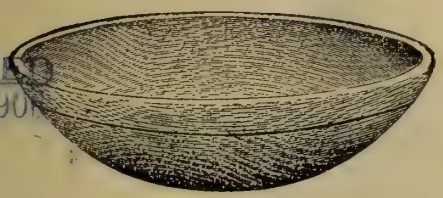
No. 20—Cherry Stoners



Fruit, Wine and Jelly Presses.



Enterprise Cherry Stoners



Butter Bowls



Pineapple Eye Clips, 5 in. long, steel, nickel plated



Butter Moulds

SNATHS



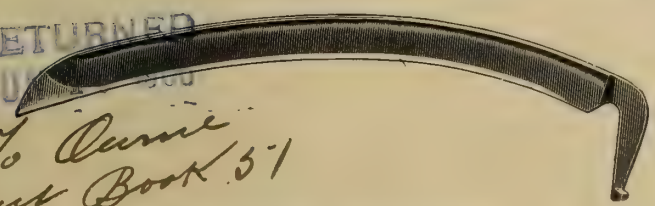
No. 3—Drive Ring



No. 2—Drive Ring



No. 1—Drive Ring, 2 hole



Grass Scythes, narrow and wide heel

SNATHS



Loop and Solid Plate



Loop and Patent Swing Socket



Double Ring Bush



Daisy Churn



The Leader Churn



Favorite Churn

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

Our Prices are Right

Factory: Dufferin Street, Toronto, Ont.

We Ship Promptly

We notice the merchant who is always working for trade seldom complains of the lack of it.



JOHNSON'S
PREPARED WAX

The best for the least is the end we are constantly striving to reach.

RETURNED
JUN 25 1906
Cut Book 5-1
page 88



JOHNSON'S
PASTE WOOD FILLER



JOHNSON'S
FLOOR RESTORER

You need these big sellers if you are in business to make money.

THE HOBBS HARDWARE CO., LIMITED

LONDON ***TORONTO***

RETURNED
JUN 18 1906
To Archt Smith
Cat Book 57
page 59
In St

Why not be ready when the demand comes?



RETURNED
JUN 18 1906

Have you Potato Hooks and Manure Drags enough in stock?

RETURNED
JUN 18 1906

If not you will need them soon, and had best have them in stock before compelled to make some excuse to a customer.

They are a staple line, selling as regularly as hay or manure forks. They are useful tools; the work they are made for can be done better and more easily with them.

These manure drags and potato hooks are forged from the best crucible steel, made in the most approved shapes, and handled with selected ash handles in a variety of lengths.

Show them and you will sell them.

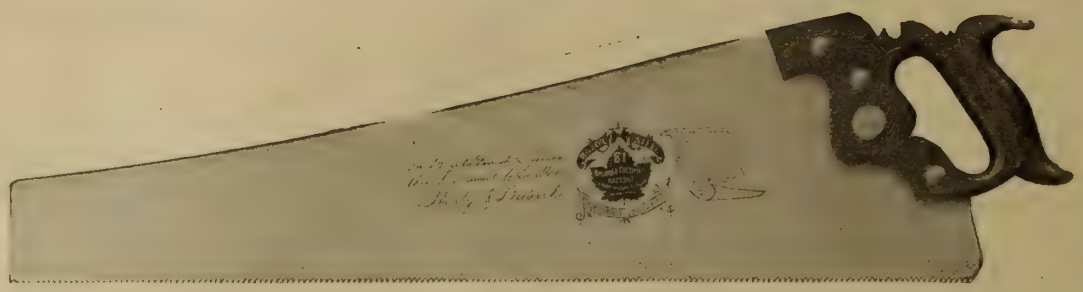
Keep the variety, it will help to swell your sales.

Frothingham & Workman, Limited

WHOLESALE HARDWARE AND IRON MERCHANTS

1809 MONTREAL, CANADA. 1906

Canada Leads the World in the Manufacture of HIGH-CLASS SAWS



No. 81.

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted. Carved applewood handle. Patented, Wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and No 0 Racer are tempered under our secret process.

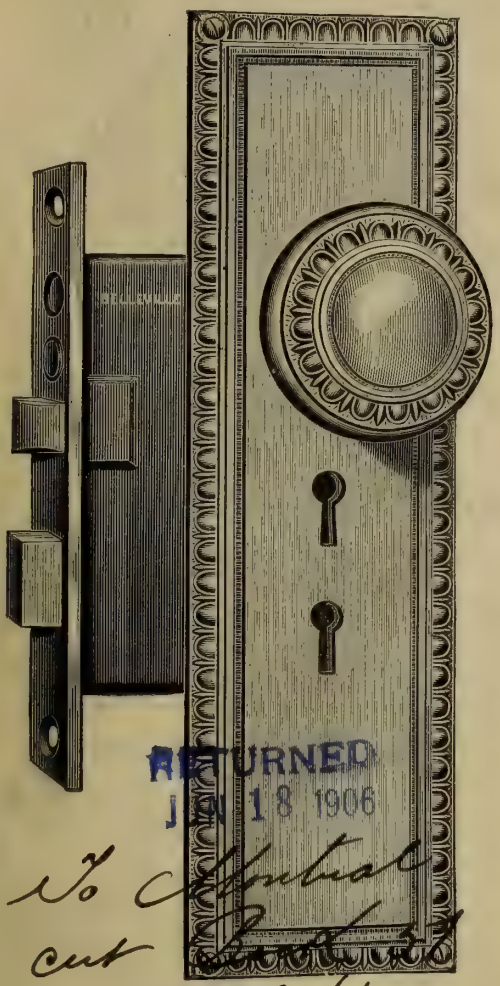


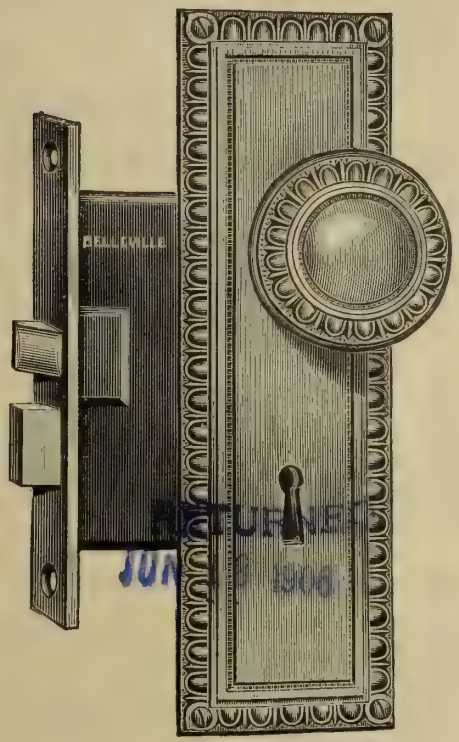
No. 0 Narrow Racer Cross Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

GREEK DESIGN LOCK SETS







RETURNED
JUN 18 1906
To Mutual
cut
page 61
list

FITTED WITH EASY SPRING LOCKS

ANTIQUE COPPER OR PLAIN BRONZE FINISH

A NEAT, CLEAN DESIGN AT A VERY LOW PRICE

THIS PATTERN CAN BE HAD IN

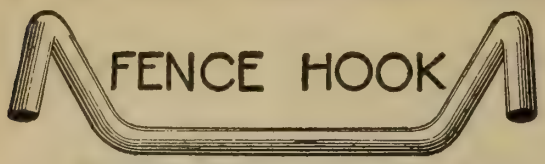
FRONT DOOR SETS	STORE DOOR SETS	SASH LIFTS
INSIDE " "	LETTER BOX PLATES	DOOR PULLS
SLIDING " "	TURN BELLS	PUSH PLATES, Etc.

Caverhill Learmont & Co

MONTREAL AND WINNIPEG

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Jan/16/07
to Dunn
59

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

TRADE MARK

This design a guarantee of quality.

Manilla Paper SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS

Fibre Paper THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF

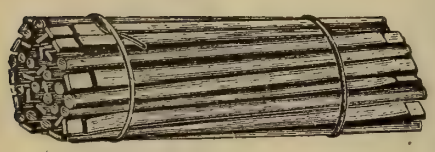
SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of HUBS, SPOKES and BENT GOODS



We manufacture a complete line of parts for ***Wagons, Carts, Sleighs, Buggies*** and ***Cutters.*** We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making ***Heavy Stock*** for Wagons, Carts and Sleighs, also ***Straight Heel Shafts*** and ***S.B. Poles*** in all sizes.

We use strictly first-class material, and good workmanship.

Send for prices for your requirements.

QUEBEC AGENT:—**J. A. BERNARD,**
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Manufacturers' Agent

178-180 Victoria Street, **TORONTO**

SELLING:

STOVES, FURNACES, HOT WATER BOILERS, RADIATORS AND ALL HEATING GOODS.

ENAMELED BATHS, LAVATORIES, SINKS, CLOSETS, BRASS GOODS AND ALL PLUMBERS' SUPPLIES.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Winnipeg Storage in Bond or Free

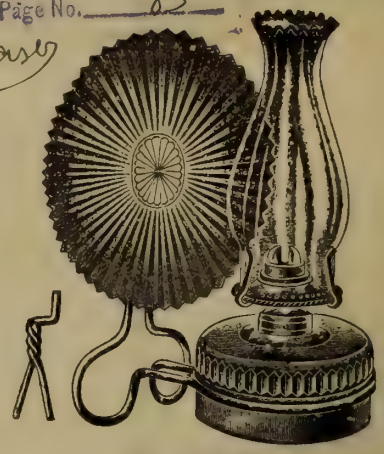
For all kinds of Merchandise. Negotiable Receipts Issued. Low Insurance.

TEES & PERSSE LIMITED

Wholesale Brokers and Warehousemen — WINNIPEG CALGARY EDMONTON

The "Jaxon" Lamp Bracket

Page No. 63



Pat. July 26, 1898.

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflector.

Reflector is movable, permitting light to be thrown in various directions. The safe lamp fount is held secure by the spring of the wire. Finished in bright lustre.

Jaxon Brackets and bright tin reflectors, without founts, burners or chimneys, 65c. per dozen, retail.

Jaxon Brackets and reflectors, with founts, $1.2 per dozen.

This lamp akes a "B" Burner and Chimney.

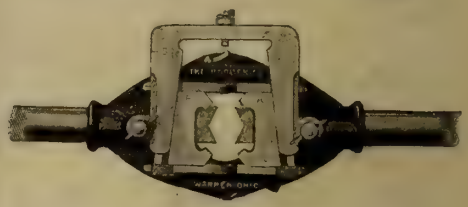
Founts shipped 6 doz. in package.

No charge for packages.

E. T. WRIGHT & CO., - HAMILTON

THE NEW

"SOLID-ADJUSTABLE" HAND STOCK AND DIES



New prices that will warrant your inquiries.

The BORDEN COMPANY

WARREN, OHIO. U.S.A.

DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods:—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

We are prepared to supervise and give attention to exhibits at the New Zealand International Exhibition, and accept agencies for New Zealand.

Goods bought, or sold on commission.

ALFRED TYREE & CO. Ltd.,

Wholesale Merchants and Manufacturers' Agents'

CHRISTCHURCH

Also at Dunedin, Wellington, and Auckland, N.Z.

The Equal of Any—Better Than Most

We want you to understand, Mr. Dealer, that SPEAR & JACKSON is a byword for quality in

HANDSAWS

Our first endeavor is to make the BEST saws ; our second to make them as low-priced as possible. Note the "as possible." It means that we countenance no sacrifice of quality to attain the "cheap" end. Because of our long experience and our modern plant, we are equipped to compete with Canadian and American saw-makers—to YOUR advantage. Write to us TO-DAY. We will send you an illustrated Price List.

SPEAR & JACKSON ÆTNA WORKS Sheffield, England

Telegraphic address: **"Spear, Sheffield"**

DOMINION WIRE MANUFACTURING CO. LIMITED

MONTREAL AND TORONTO

BARB WIRE AND PLAIN GALVANIZED WIRE

BRIGHT AND GALVANIZED FENCE STAPLES

WIRE NAILS

FLAT HEAD
ROUND and OVAL HEAD

SCREWS

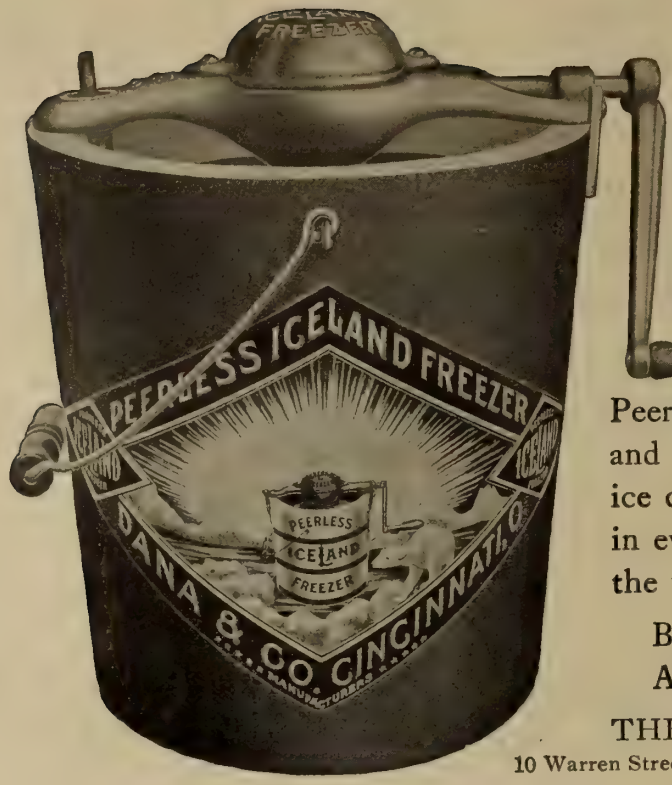
BRIGHT—BRASS
BRIGHT and BRASS

TINNED WIRE for Mattress, Broom, Bottling and Binding

STEEL WIRE BARREL HOOPS

COPPER AND BRASS WIRE

ALL MADE IN CANADA



From now on

it is the Peerless Iceland Freezer and how to be sure ice cream is pure—in every magazine the woman picks up.

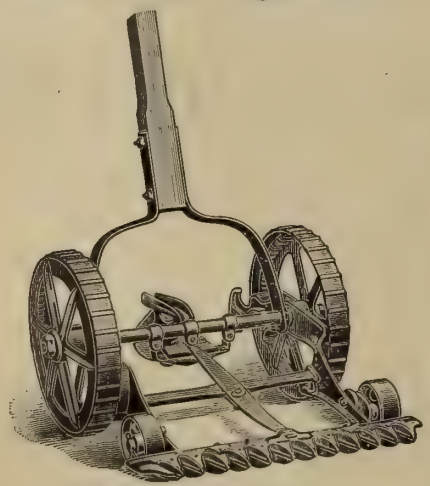
Be ready for her.
Ask your jobber.

THE DANA MFG. CO.,
10 Warren Street, NEW YORK. CINCINNATI

Clipper Lawn Mower Co.

DIXON, ILL.

Manufacturers of Hand and Pony Mowers, Also Marine Gasoline Engines, 2 to 8 H.P.



THE MOWER

That will Kill all the Weeds in your lawns. If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear.

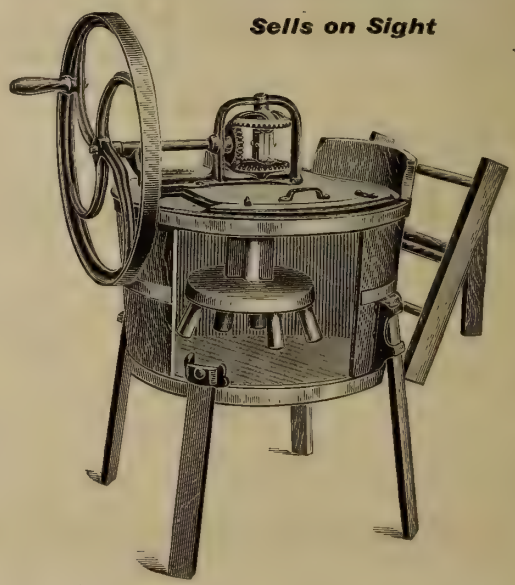
THE CLIPPER WILL DO IT.

No. 1—12 in. Mower	$4 50
" 2—15 " "	5 00
" 3—18 " "	5 50
" 4—21 " "	6 00
Pony, 24 " "	13 50

Please send Draft or Money Order and we will ship the day the order arrives.

The Pan-American Rotary

Sells on Sight



Most up-to-date Washing Machine on the market, and attractively finished. Circulars and prices sent by return mail.

SEND US YOUR ENQUIRIES FOR

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmiths' Machine Tools, Wagon Skeins

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA.



R 560
50 PIECE COMBINATION

"Round" Values

We need not argue "quality." For half a century our name and trade mark has been unquestioned guarantee of excellence.

But just a word about values. Our goods are made outright in our own factories and in quantities that enable us to offer you exceptional advantages. We are the largest makers of spoons and forks in the world.

Our prices cannot be beaten. Better let us send you quotations.

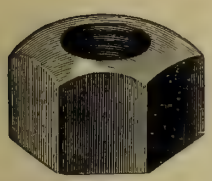
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Coristine Building, MONTREAL

Telegraphs: "Rounds, Montreal."
Telephone: Main 1678.

ESTABLISHED 1847

Factories: Sheffield, England.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

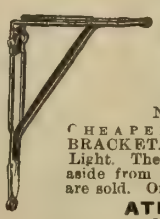
Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

GALVANIZING AND TINNING

THE CANADA METAL CO.
TORONTO, ONTARIO.

WORK AND PRICES RIGHT

GALVANIZING

ONT. WIND ENGINE & PUMP CO. LIMITED.

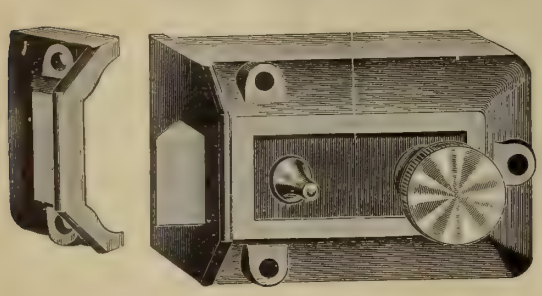
TORONTO, ONT.

BRANTFORD "ASPHALT" AND "RUBBER" ROOFINGS

REGISTERED TRADE MARK
"B" BRANTFORD ROOFING CO. LIMITED
BRANTFORD, CANADA

No tar, no paper, used in these goods; but pure asphaltum wool felt and fire proof materials. The best Roofing is none too good. Why bother with anything else? Samples—Prices—Information—Free.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

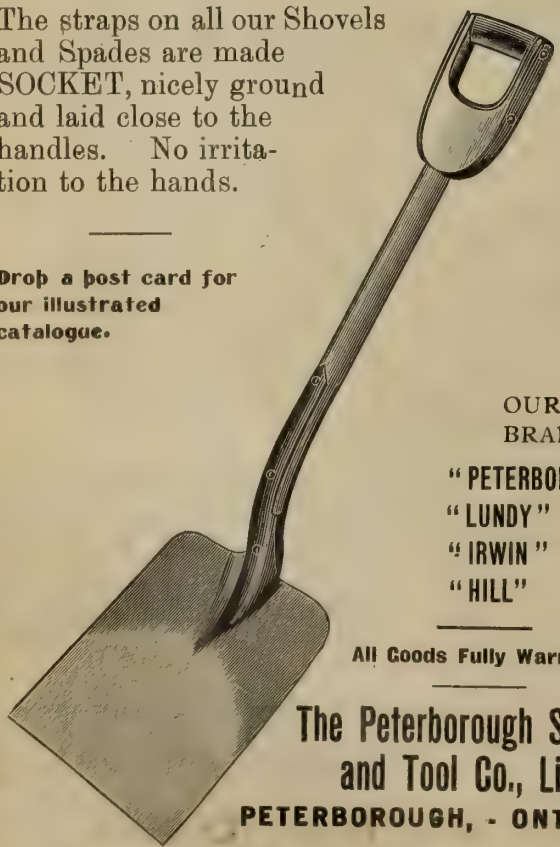
Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

The straps on all our Shovels and Spades are made SOCKET, nicely ground and laid close to the handles. No irritation to the hands.

Drop a post card for our illustrated catalogue.



OUR BRANDS:

"PETERBORO"
"LUNDY"
"IRWIN"
"HILL"

All Goods Fully Warranted.

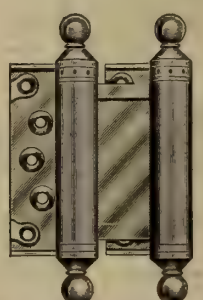
The Peterborough Shovel and Tool Co., Limited
PETERBORO UGH, - ONTARIO

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

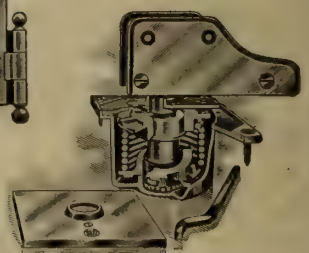
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST



Wilcox Parlor Door Hanger

No. 106

Absolutely Noiseless **Brass Bushed**
Adjustable Track **Roller Bearings**

Write for prices and full description

WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.

TO MANUFACTURERS' AGENTS :

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individua's open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto.

Established 1795.

JOHN SHAW & SONS

Wolverhampton, Limited

Branches at
London,
Calcutta,
Melbourne,
Valparaiso, Havana,
Transvaal Colony, Etc.,
British Columbia.

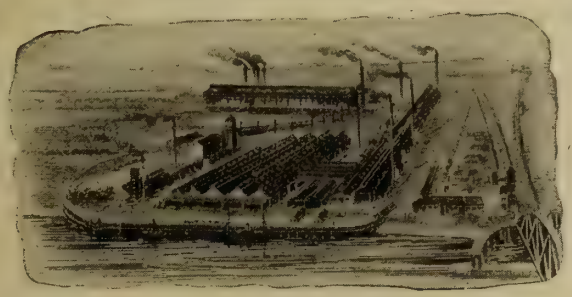
GENERAL HARDWARE AND METAL MERCHANTS

COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

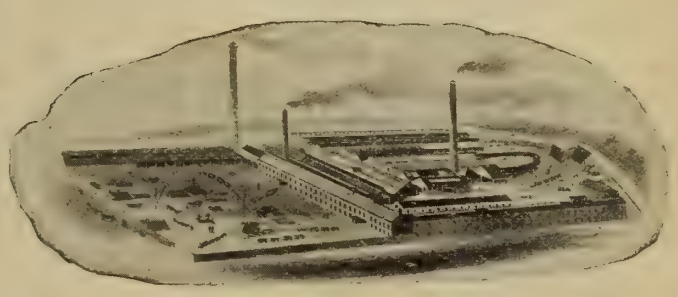
J. H. ROPER, Representative, - 82 St. Francois Xavier St., MONTREAL

John Summers & Sons, Limited

Hawarden Bridge Works, Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



DEAD FLAT SHEETS, Black or Galvanized.

BEST and CHEAPEST for all kinds of work.

We are the largest makers and give you the

MAXIMUM QUALITY AT MINIMUM PRICES

Agent: F. Hankin, Montreal

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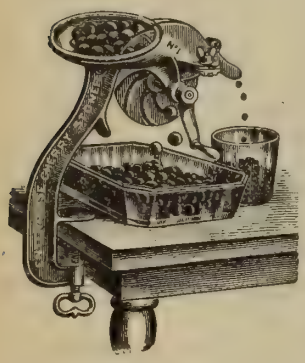
The secret of big sales is to show the right thing at the right time.

HERE are two things housekeepers are thinking about buying **now** — Cherry Stoners and Fruit Presses.

Other things are Lawn Sprinklers and Ice Shredders.

All of which, to be right, must be

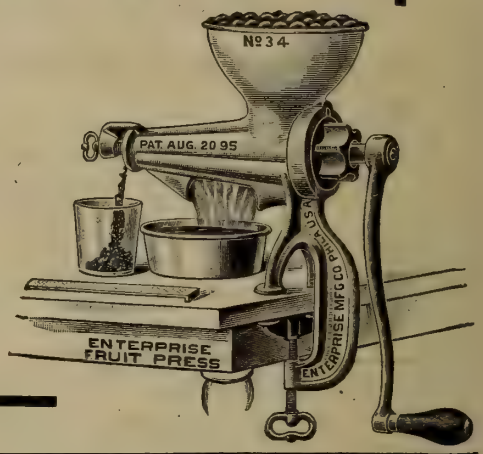
"ENTERPRISE"



"ENTERPRISE"
Food Choppers Sell all the Time

Write for free copies of our newest booklet, "The Cook, Her Critic and——." If you give them away they will make sales for you.

The Enterprise Mfg. Co. of Pa.,
PHILADELPHIA, U.S.A.





Nye's Pot Cover
Adjustable

A household necessity that sells at sight.
Adjusts from 9½ to 11½ inches.
A perfect fit.

Brass and Iron Jack Chain,

Plumbers' Safety Chain

Brass and Nickel

Packed in Boxes of 12 yards or on Reels of 500 feet.

Manufactured by

Ontario Lantern & Lamp Co.,
LIMITED
HAMILTON, - ONTARIO

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

PRIEST'S CLIPPERS



Largest Variety Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

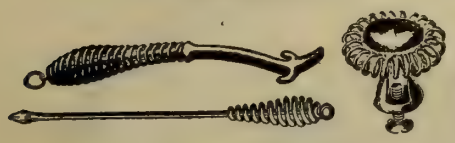
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American Shearer Mfg. Co., Nashua, N.H., USA

Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Bowmanville Foundry Co., Limited

Bowmanville, Ont.



Makers of Good Goods Only.

DAVID C. MITCHELL & CO.

GLASGOW, SCOTLAND

Will quote on

IRON & STEEL,
STRUCTURAL MATERIAL,
ZINC. TIN,
FIRE BRICKS. CLAY

C.I.F. any Canadian port

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BROKERS AND COMMISSION MERCHANTS

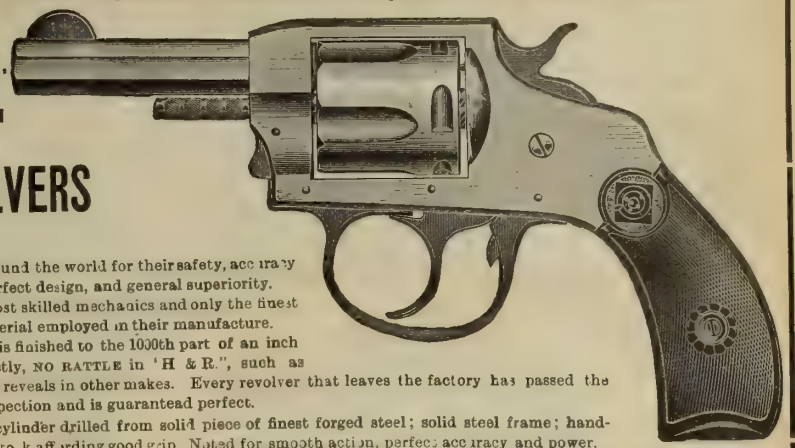
Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

The Dealer's Reputation Depends on the Quality of the Goods he sells.

H. & R. REVOLVERS



are known around the world for their safety, accuracy durability, perfect design, and general superiority.

Only the most skilled mechanics and only the finest quality of material employed in their manufacture.

Every piece is finished to the 1000th part of an inch and fits perfectly, NO RATTLE in 'H & R.", such as a quick shake reveals in other makes. Every revolver that leaves the factory has passed the most rigid inspection and is guaranteed perfect.

Barrel and cylinder drilled from solid piece of finest forged steel; solid steel frame; handsome rubber stock affording good grip Noted for smooth action, perfect accuracy and power.

Don't experiment with an unreliable make because low price is offered as a tempting bait. The retail price ranges from $2.50 to $6.00, and each model is the greatest value ever offered for the price.

They are the kind that do not come back, but give permanent satisfaction.

Put in a full line and you will be pleased with the results. Your jobber can supply you.

Harrington & Richardson Arms Co.,

314 Park Ave., Worcester, Mass.,

Mention HARDWARE AND METAL — Makers of the H. & R. Famous Safety Hammerless

Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

ESCAPE PAINFUL EYE-STRAIN

at night work, by using

ACETYLENE

It sheds a soft, steady pure white light, like the sun's. Makes seeing easy and pleasant. Cheapest, safest and best lighting for stores and factories.

We want to tell you all about it. Write us.

THE CONTINENTAL HEAT & LIGHT CO.

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PLENTY OF LIGHT ATTRACTS ATTENTION TO A STORE.

THE AUER GASOLINE LAMP GIVES 100 CANDLE POWER at a cost of 7c. a week.

Beats gas, electricity, or coal oil.
Satisfaction guaranteed. Catalogue on request.

AUER LIGHT CO., - MONTREAL

Sole Makers.

Phone No. Parkdale 1809

Post Office and Telegraph Address Swansea

The Dominion Sewer Pipe Co., Limited

Swansea, Toronto, Ont.

Manufacturers of



VITRIFIED SALT GLAZED

SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

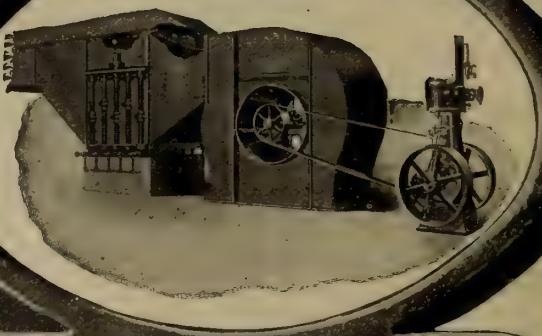
The Dominion Sewer Pipe Co., Limited

Works: Swansea, Toronto, Ont.

BUFFALO FAN SYSTEM of HEATING & VENTILATING

TEMPERATURE AND HUMIDITY UNDER ABSOLUTE CONTROL
FOR INDUSTRIAL AND PUBLIC BUILDINGS OF ALL CLASSES

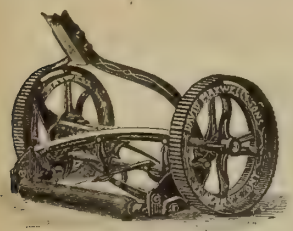




Canadian Buffalo Forge Co., Limited
MONTREAL

MAXWELL LAWN MOWERS

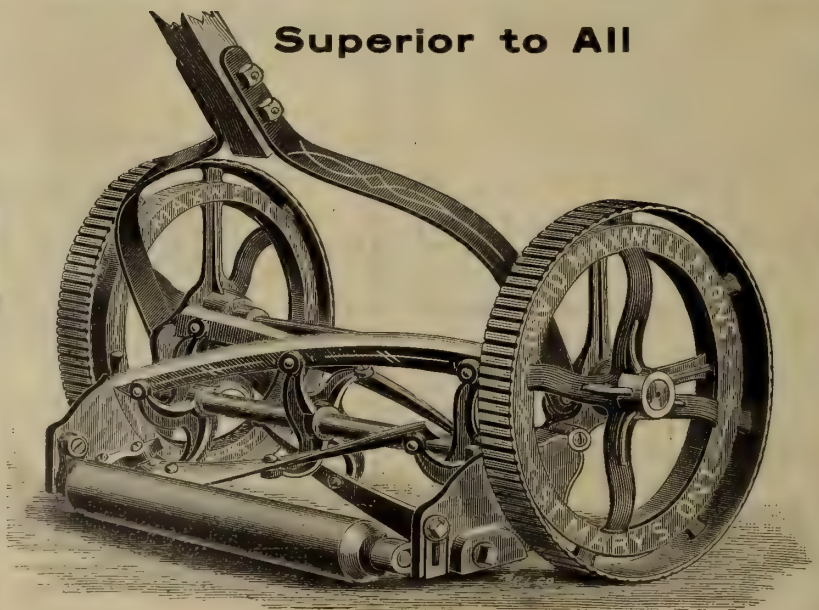
Maxwell High Wheel



0½ inch. 4 knives; from 12 to 20 inch; made with ordinary or patent BALL BEARINGS.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality
WRITE US DIRECT

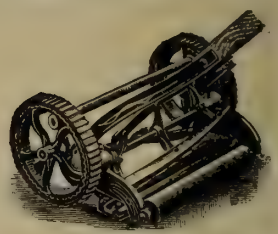
Superior to All



MAXWELL "GIANT" LAWN MOWER

11½ in wheel. Specially suited for BOWLING GREENS and LARGE LAWNS. Patent Maxwell Ball Bearing. 5 knives.
Made only in 21, 23 and 25 in. sizes.

Maxwell Low Wheel



8 inch. 3 or 4 knives; made from 12 to 18 inch. Quality and weight considered, no other cheap mower approaches it for value.

If your jobber is not offering *Maxwell Machines* do not accept inferior quality
WRITE US DIRECT

DAVID MAXWELL & SONS, ST. MARYS, Ontario, Canada

PERFORATED SHEET METALS

IN

Brass, Copper, Steel, Etc.

All sizes of perforations and thickness of metals for

Miners' Use,
Grain Cleaning Machinery,
Bee Keepers,
Malt Kiln Floors, Etc.

THE B. GREENING WIRE CO.
LIMITED

HAMILTON, ONT. MONTREAL, P.Q.



Put Your Attention on the "Dillon"

We ask you to give attention to **Dillon Hinge-Stay Fence**, because we believe it is an easy seller and the profits from its sales are worth the seeking. We know that farmers who have been somewhat posted on the question of wire fence will do a lot of querying, and we know that is just what "Dillon" sellers can stand.

What better arguments could you give a farmer or a gardener than that **Dillon Hinge-Stay Fence** has no locks to rust, break or wear loose, that the highest grade of wire is used in "Dillon" construction, that the stays are all hinged and will not bend, that this fence will stand any kind of wear and tear and practically last a life-time.

It should be a pleasure to handle an article embodying so many good points, squarely made and prices to suit the customer. Such is the "Dillon." Sell it.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

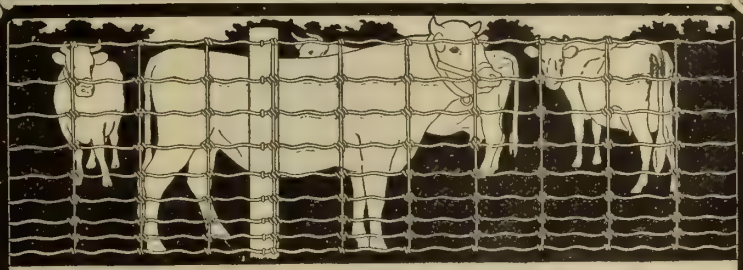
Sold by { Messrs. Caverhill, Learmont & Co., Montreal.
Messrs. Christie Bros. Co., Limited, Winnipeg.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.



Why You Should Sell THE IDEAL FENCE.

You want to handle a fence that will appeal at sight to your customers, and that will satisfy them after they have bought it. You'd like to have a fence to sell of which you could say to a man, and say truthfully, that it does the fencing job for good and all. There is absolutely nothing that looks better, is better, that will give better satisfaction and that will sell better than this Ideal Woven Wire Fence. You can see from the illustration how it is made; crimped, locked, spaced and stayed. Then just remember, and this is all-important, that these wires are all big, heavy, strong wires, all No. 9 hard steel. And they are heavily galvanized so there's no chance for rust to get a hold. One fence sold always sells more. It's easy to get going. Very little talk required to convince a man who has fence to build. Seeing is enough. And then remember that while you're satisfying your farmer friends and doubling up your fence business, there's enough in it for you to make it an object. We see to it that dealers have margin enough to make them want to push it. If you want to handle that kind of a fence just drop us a card about dealer's prices.

McGREGOR-BANWELL FENCE CO., Limited, Dept O, WALKERVILLE, ONTARIO.

$2 FOR THIS SMALL SUM THE **$2**

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with $2 for a year's subscription to

Canadian Contract Record

Toronto, Montreal, Winnipeg, and Vancouver

$2 **$2**

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.
Correspondence Solicited.



Pink's Lumbering Tools

MADE IN CANADA

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Round Bill Peavys, Handled in Split Maple

Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants. I can furnish you with the

Brazil Patent Snow Plough and Road Maker; also The DesJardin Patent Log Sleighs

Send for Catalogue and Price List

THOMAS PINK, Pembroke, Ont., Canada.

Long Distance Phone No. 87



If you sell a customer a better article, at a cheaper price, than he has been getting, will he come back to your store?

Experiment by pushing DOMINION AMMUNITION for a month and carefully note the results.

Your competitor may be doing this now. Think it over.

DOMINION CARTRIDGE COMPANY LTD

MONTREAL

Send for Price Lists and make enquiries about the quality

When ordering ammunition through your jobber, specify "Dominion."



For 1906
"Perfection Tortoise"
Low Oven Cooking Stove

Series 500—Design Reg'd.

A Perfect-Working Combination

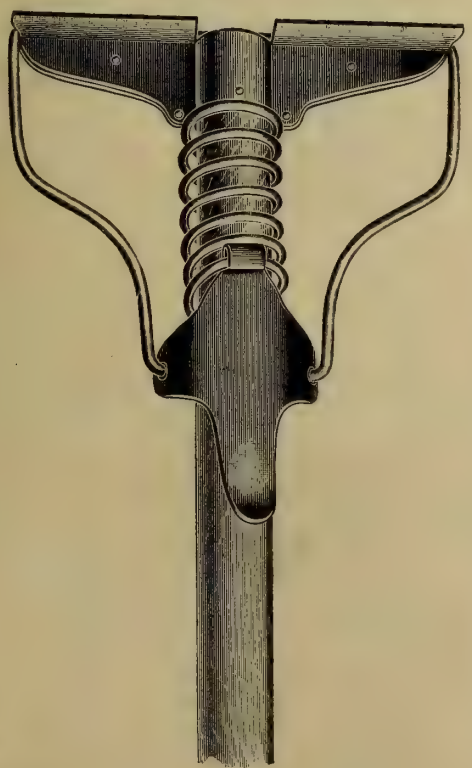
Cooking and Heating Stove

Book a sample order ***now*** and secure exclusive agency. This is bound to be a big seller.

THE JAMES SMART MFG. CO. LIMITED

BROCKVILLE, ONT.

The "BEST" Mop



If your jobber cannot supply you, write us direct.

Insist on the "Best"

Do you handle Can Openers, Towel Rollers, Mincing Knives, etc ?

A Word to the Wise !

Do Not Substitute

Our attention has been called to the fact that several retailers have ordered "BEST" Mops and received substitutes.

It's to your own interests, and only fair to give your retail friend "BEST" Mops when he asks for them.

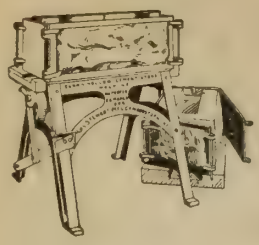
So take our little hint, and never substitute something that is "just as good as the Best."

The "BEST" is the Best
There's no getting 'round that.

Made by

The Cumming Mfg. Co., Limited

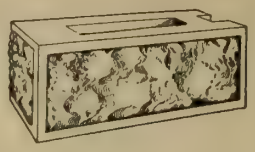
RENFREW, Ont.



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.



A GOOD LINE

Beaver Post-Hole Digger

will please your customer. A pleased customer is an asset to any business. No wood to rot, check or break. Special discounts to the trade.

Canada Foundry Company, Limited

Head Office and Works, Toronto, Ont.

District Offices; Montreal, Halifax, Ottawa, Winnpeg, Vancouves, Rossland

The Canadian Bronze Powder Works

R. E. THORNE & CO.

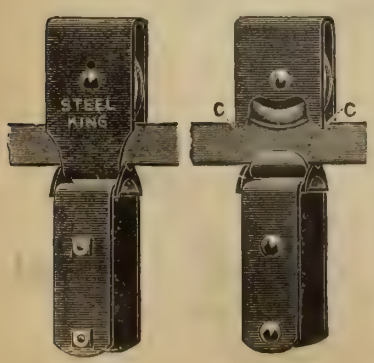
The only bronze powder works under the British flag.

High grade bronze powders and bronze liquids.

Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. *NO ORDER TOO LARGE.*



Louden's Steel King Barn Door Hangers

Always give Satisfaction.

They are perfectly "stay-on," hold the door much closer to the track than others, and are better secured to the door, having three bolts well spread apart, instead of two bolts in the same line and close together, which is liable to split the board and loosen the hanger.

In addition to this, the pivot in all Louden Jointed Hangers is set a little ***outside of the centre line,*** which causes the door to hug the side of the barn, prevents it from rattling with the wind, and gives it more play to pass obstructions.

Manufactured only by

Louden Machinery Co., Guelph, Ont.

Manufacturers of Hay Carriers, Barn Door Hangers, Feed and Litter Carriers, Cow Stanchions, Barn Door Latches, etc.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipments

The Imperial Cement Co., Limited

Makers of the Celebrated Brand

"IMPERIAL" PORTLAND CEMENT

OWEN SOUND, ONT.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO Limited

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Head Office:

Ingersoll, Ontario.

Walter Mills, General Manage

Ask for quotations for Septic Tanks.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.

Emlyn Engineering Works NEWPORT, MON., ENGLAND



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West



ARMSTRONG'S FAMOUS DIE STOCKS

have for years met the most exacting requirements for mechanical excellence. They are light, strong, durable, adjustable. Sold by leading dealers the world over.

Write for complete illustrated catalogue.

THE ARMSTRONG MFG. CO.

292 KNOWLTON ST., BRIDGEPORT, CONN.

Can you afford to ignore that kind of testimony which in substance declares, "MAXimum LIGHT GLASS is ALONE able to combat darkness, and, therefore, holds the 'order' Palm"?

No, you cannot! And, when you consider that every element of risk is eliminated, there is nothing that prevents a Hardwareman going after the business except an aversion to extending his opportunities.

When a building is being altered why couldn't you, just as well as anybody else, see the contractor about installing

MAXimum LIGHT GLASS

Possibly he will tell you to see the owner, and when you meet that individual give him these arguments:

It costs a hundred times as much to alter a building for "light" purposes as to instal **MAXimum Light Glass.**

The owner can never be sure that even the "altered" building will always be "light." Other buildings going up may start the "dark" disease again.

MAXimum Light Glass price is the same as the price of ordinary sheet prismatic glass.

Remember, a postcard will reach us.

SOLE CANADIAN AGENTS

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS



Mr. Hardware Dealer—

You will increase your business handling the

MONTREAL BEAUTY NIGHT LAMP

Used in preference to gas and electric light for halls, bedrooms, bathrooms, cellars, etc. It gives a beautiful soft light, burns coal oil, **costs but ¼c. per night**; one filling will burn 40 hours without odor. Size 4 inches by 6 inches. Retail at 75 cts. Liberal discount to the trade. Correspondence invited. Agents wanted.

L. J. A. SURVEYER,

6 ST. LAWRENCE MAIN ST. MONTREAL

Made in the Only Right Way

The proper way to make an ash-sifter is to use sheet iron and metal lath—the iron for the sides, the lath for the bottom. Then by folding in every strand by the **Patent Double Lock Fold** four thicknesses are given. A sifter made after this style is the

METALLIC ASH-SIFTER

The **Metal Cover** and the **Patent Wire Bale** are accessories that perform their part perfectly.

If your Booklet is lost, remember we'll send another.

C. M. CUTTS & CO.

Sole Makers, - TORONTO JCT., ONT.





Every Little While

Someone asks where do all the pumps go to. The answer is—To supply the wants of those who know a good thing. We are willing to undertake the education of anyone who does not know that

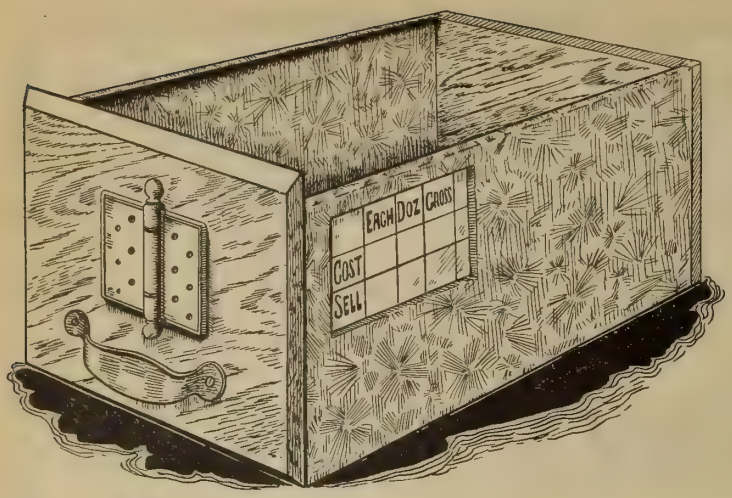
The R. McDougall Pumps are Standard

and a catalogue which is for you contains our arguments.

Quality first, value always.

The R. McDougall Co., Limited

GALT, - CANADA



The Bennett Metal Shelf Box Has

1. ***METAL SIDES*** This saves at least 20 per cent. shelf room ; makes a stronger box and is cheaper than wood.
2. ***OAK FRONT*** Hard oil finish, and bevelled, the goods are displayed on the front of the box and in this way the sales are increased.
3. ***LIP . . . .*** Note the lip on the front of the box, this lip fits tight against the shelving and keeps out the dust.
4. ***PRICE CARD*** This card is inserted in a depression and never becomes soiled.

Write for Illustrated Folder and Price List.

CAMERON & CAMPBELL, Toronto, Sole Manufacturers for Canada



ATKINS HIGH-GRADE SILVER STEEL SAWS



Do more work and do it easier than any other. Because they're made right—by men that know how. Our name on every blade. Ask your Dealer for an Atkins.



E. C. ATKINS & CO., Inc.

Home Office and Factory—Indianapolis.

Canadian Branch : 56 King St. E., Toronto, Canada.

Eliminate every element of chance by selling

KEMP'S

DIAMOND ENAMELLED WARE



The kind that gives satisfaction. Every piece guaranteed. Orders filled promptly.

KEMP MANUFACTURING CO., TORONTO, ONT.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

SENSIBLE SUGGESTIONS FOR SALESMEN

Selling Washing Machines.

C. W. Magill, of the Boss Washing Machine Company, Cincinnati, Ohio, at the last convention of the Missouri Retail Hardware Association delivered an interesting address on "How to Sell Washing Machines," as follows :

In selling washing machines to the consumer I would advise the dealer to be very attentive to the specialty man, if one presents himself, for it is his business to know his competitors' goods as well as he does his own, for from him oftentimes one can learn much about the goods he may have in stock that makes good pointers in selling. I have frequently found the retail merchant with rotary washers in his store who could not make any comparison between what he had for sale and what his competitor had. I have seen young men who were showing washers who said, "This machine is the best ; we sell more of this washer than our competitor does of the kind he has," and relies upon a statement which he is not sure is correct to influence the sale.

He must be able to tell his customer and show him that every statement he makes is the truth. If it is a rotary washer tell him the size of the tub, because all washers have not the same size tub ; next call his attention to the finish and the kind of lumber. If he has a quality of lumber in the tub he is selling that is less liable to shrink and swell than some other woods it is a good point to make. If the hoops are strong and good, attention should be called to this.

If the machine can be taken apart and put together easily dwell on that point, too. Show how easy it is to insert repairs that may be needed, for anything will wear out in time. Cover the general construction. Make your customer familiar with all the minutiae and then show him that the dasher makes so much of a revolution before reversal takes place, for that indicates one of the features of the washer just as much as anything else, and be sure to call attention to the number of reversals the dasher makes to, say, fifty turns of the hand wheel, because then you show the speed, and the more speed you have the less number of times you have to turn the hand wheel to produce the same result, or to do better work in the same time or as good work in less time. If you happen to have a larger dasher it only shows more agitation because it describes the large circle in the same time a smaller one does. If the tubs happen to be larger there is an advantage because it brings the clothes nearer to the rubbing surface on the side of tub. Especially call attention to the dasher if it happens to be constructed so that the shaft does not come through the dasher to entangle the clothes or pinch holes in the garments.

Go into the details. The little things count in showing up goods as much as the greater ones. If you have shields over the gears to prevent children from pinching their fingers, show the advantage, or if your machine is not made that way show why it is not needed. Quality and durability count as much as ease of operation. Always advise your customers never to load the washer so heavy that it works hard, and always use soap plentifully because it is a chemical action, this washing of clothes. The dirt must be loosened and the soap does it. Boiling hot water in which a large portion of soap has been dissolved loosens the fibers and permits the water to pass through, carrying the dirt with it. If it is a double-acting machine, one of the kinds that the Germans and Swedes prefer because of its rubbing propensity in opening up the meshes of the garment, then show its ease of operation. If you happen to have one that can be put together without the use of nuts or bolts or the hardware is interlocking and automatic in its action, call attention to this.

Show up all good points. The surest way to clinch a sale is to say, "Take it home and if, after using it for three or four times, you find it is not as I represent it, or does not do the work, bring it back and we will give you your money back."

Never run down your competitor's goods. Rather tell your customer if he asks anything about them, all their good points and show what way yours is superior.

Bear in mind that the water must get through the clothes, that soap loosens the dirt and that a machine that squeezes by any process the water through the garments is much better than one that forces the clothes through the water.

You all know that it is always best to get the money for your goods and you can refund if returned, but goods are not near so liable to be returned if they are paid for as they are when given for trial.

Some dealers in small towns have been very successful with washing machines by allowing a clerk or two to take a wagon in the dull harvest time loaded with washers and leave one at every farmer's house who has not a washer, telling him to try the machine for a month and it has been almost a certainty that the sale was made right then because it showed confidence.



Selling Hardware in the Streets of Cadiz, Spain.

How to Sell Saws.

At the recent convention of the Kentucky Retail Hardware Dealers' Association, G. W. Clark, of E. C. Atkins & Co., Indianapolis, read the following interesting paper on the art of selling saws :

Upon your sales force depends the success with which saws or any other tools can be sold to the very best advantage, as a saw possessing the finest qualities and highest merits cannot be successfully offered so as to obtain the greatest return of immediate profit and best results in creating an increased demand for more saws from the advertisements of a well satisfied customer unless your salesmen properly present the saw to

prospective customers in a skillful, forceful and courteous manner.

To sell saws easily a salesman must study the peculiarities of each customer, tell his tale and stop when he has said enough. He must try to discover the faults or weaknesses or prejudices of the prospective buyer and overcome them with tactful, logical arguments.

He should study the goods carried in stock, and in a general way be able to discuss familiarly any process of construction of the tool from raw material to the finished product and talk intelligently of the advantages of such process. This information can be had from studying manufacturers' catalogues, booklets and circulars and by talking with their traveling salesmen, as all who are posted are willing to talk freely on this subject. An earnest argument made by a cool, well balanced salesman will usually convince even an exasperatingly stubborn purchaser.

To select good saws a careful study of conditions in your locality, coupled with your past experience and consultation with saw salesmen, will enable you to put in stock patterns which will sell rapidly and which will give satisfaction. The number, the class and the skill of mechanics and the kind of work they



A Group of Tourists at Jerusalem.

are doing are all important factors to consider, but all saws should be selected for the real utility and actual intrinsic value which they possess, bearing in mind that nearly all good mechanics want the best tools they can afford to buy. They are willing to pay a fair price for a good saw. The real value of any article depends on the buyer's state of mind, and the size of his pocketbook influences his mind when he has a desire to purchase an article which he needs or fancies he needs.

The Stock to Carry.

For a stock of hand saws five or six different patterns, well chosen to sell at different prices, will be highly profitable. It would be well to have hand saws to retail each at $2.25, $2, $1.50, $1.75 and 50 cents, carrying mostly the better grades. By having saws of all prices you have an argument that strikes the purchaser forcibly, as you can give him a saw at most any price he wants to pay, and you have an opportunity to recommend and try to sell what you find most profitable and satisfactory. The assortment should consist of hand saws, 26 inches long; rip saws, 28 inches long; panel saws, 18 and 20 inches long, etc., with teeth assorted according to the quality of the saw and the work it must do. The greater majority of 26-inch hand saws are used with teeth 8 points to the inch, but in green timber are sold with but 6 and 7 points to the inch. For fine cabinet work and high-class interior finishing they are used with teeth as fine as 12 points to the inch. Rip saws with graduated teeth are usually used with 4½ to 5½ points to the inch, but the conditions of your trade may require carrying more or less of other sizes and points. This is true of all small saws, such as back saws, butcher saws, compass saws, hack saws, work saws, etc., as the variety and quantity of small saws to be carried depend on the volume of your trade and the location.

Crosscut saws are used in almost as great variety as hand saws, and the quality, length, pattern, style, teeth and finish should be determined by the size and character of timber in your territory and the extent of active timber operations carried on.

Great care should be exercised to have a full stock on hand at the beginning of the season to fully supply the demands.

Attractive displaying of saws in wall cases having glass fronts will help increase the demand for them, second only to a nice window display. Both methods should have attention, as anything which suggests to a prospective purchaser that you have a complete variety of saws will make him instinctively call on you when he is ready to buy, as your display will talk for your saws when the other fellow's saws, if hidden in drawers, will continue to sleep until they are out of date.

The arrangement can be in tasteful groups which attract the eye and leave a lasting impression of your stock.

Another business creator is a nice display board with a velvet or black background, showing a line of saws and fine tools of all classes. This is a medium especially valuable to such of you as carry a large line of high-grade mechanics' tools, as the articles can be grouped in artistic arrangement that unconsciously will be remembered by everyone who sees it.

You doubtless advertise in local papers and should during seasons mention saws and other tools. If you put a little "ginger" in your ad you will see results that will bring smiles of contentment to your face that will reflect the wisdom of your progressiveness when you look at the profit account.

A JAUNT THROUGH EUROPE.

A party of four Hamilton people, two of whom were John McCullough, traveler for Wood, Vallance & Co., wholesale hardware merchants, and Campbell S. Turner, of James Turner & Co., wholesale grocers, returned in May from a three months' tour through Southern Europe, Asia Minor and Northern Africa, the countries visited including Great Britain, France, Spain, Switzerland, Italy, Greece, Turkey, Palestine, Egypt, Algiers and Morocco. The travelers climbed Mount Vesuvius just before the recent violent eruption and had a most enjoyable trip throughout.

In the group picture shown, Mr. Turner is dressed in Turkish garb, he wearing a turban and holding an old-time musket in his hand. Mr. McCullough, in the upper right hand corner, is in the costume of a Bedouin, the photo being taken at Jerusalem, this being a favorite form of extorting money from travelers adopted by the photographers of that country The tourists felt "creepy" while in the rented costumes, but as a result of their experience they have the photo which we reproduce.

Constantinople's dog scavengers were one of the most startling scenes seen by the Hamiltonians while on the trip. Thousands of wolfish and ownerless dogs run wild through the streets, with a penalty of several years imprisonment for the killing of one of them, the penalty being half as severe as for the killing of a human being. The only service the dogs perform is to act as scavengers in disposing of the city's sewage and carrion.

The second photograph shows a stock of hardware displayed on the streets of Cadiz, Spain. As Mr. McCullough, who took the photo, says, "It was a pretty tough looking assortment, but they were selling old-fashioned padlocks, hooks, staples, etc., just the same, and stocks of other lines of merchandise were also displayed in a similar way."

Messrs. McCullough and Turner are back at work again and are receiving the congratulations of their friends on their eventful trip.

HARDWARE CONVENTION IGNORED.

The May number of the Retail Merchants' Journal, just to hand, does not contain a word of reference to the big convention of hardware and stove dealers in Toronto on May 15 and 16. A Journal reporter was present at all the sessions of the convention and made copious notes, but if the retail hardware merchants of Ontario relied upon the Journal for news of an organized effort to improve trade conditions they would still be sleeping the sleep of a Rip Van Winkle. The Journal devotes several pages to a report of the third annual convention of the grocers' section two months ago on April 3 and 4 at which there were in attendance about 40 retailers, manufacturers' representatives, reporters, etc., about half being from Toronto and the rest from outside points.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.

Executive—Alberta, A. E Clements, Olds; C. F. Comey, Calgary; A. R. Auger, Okotoks.

Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.

Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; sec etary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg. Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association.

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.

Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

ONTARIO EXECUTIVE MEETING

Business of great importance to the retail trade throughout Ontario was transacted by the executive committee of the Ontario Association at its meeting in Toronto last Tuesday. While some matters were left over until the convention in September before definite action is decided upon, the executive dealt with other problems and mapped out a program of work the results of which are bound to be felt by every member of the association before many months ensue. What benefits a part of the trade is bound to benefit all to a greater or lesser extent, but the chief advantages are certain to be realized by those "on the inside" and now that it is clearly shown that the new Ontario Retail Hardware and Stove Dealers' Association is a fixture with a set of live and active officers there are few in the trade who will be content to remain "on the outside," reaping the advantages of organization without paying the nominal membership fee.

A Good Attendance.

Of the eleven members of the executive only four were forced to stay at home. President Humphries, Vice-President Scott, Treasurer Caslor, and Messrs. D. Brocklebank, Arthur F. W. Jeffray, Midland, and the Secretary, were present at the meeting, while Thos. Marshall, Dunnville, visited Toronto, but through a misunderstanding failed to locate the meeting in the Rossin House parlors. Messrs. Peart, Hambly, Paulin and Taylor wrote or telegraphed regarding their inability to attend.

Letters were read from a number of jobbers and stove manufacturers expressing their good wishes for the association and stating that, in their opinion, the retail trade should take hold and perfect a strong organization. The secretary also reported that many travelers were already doing good work in helping to increase the membership of the association. A proposal made that a valuable prize be offered to the traveler securing the most members was discussed and finally rejected, it being decided that the salesmen did not require any incentive to induce them to aid in helping the retail trade to better their conditions.

The matter of appointing another organizer was discussed, but no action will be taken until after the September convention, the co-operation of the travelers being looked for in the meantime.

The September Convention.

The dates of Tuesday and Wednesday, Sept. 4 and 5 (during the second week of the Toronto Exhibition) were chosen as the most suitable for the next convention, when it is hoped that fully 500 hardware and stove men will be in attendance. A committee was appointed to arrange a brief program, allowing the bulk of the business to be done before 3 p.m. so that the afternoons and evenings would be free for the delegates' enjoyment at the exhibition. A conference with representatives of the Wholesale Hardware Association will also be arranged.

Trade Grievances.

Various grievances referred to the executive by the recent convention and others reported by members of the association were discussed by the committee and a course of action decided upon.

One manufacturer of metal roofing was complained of as selling direct to farmers. A communication from a dealer in Wellington County to this effect was read and in the course of the discussion reference was made to another dealer who had interested a mill man in sheet metal goods and was expecting to land an order for roofing. The order did not come, however, and a trip to the mill found men from the roofing factory busily engaged in putting the metal on the roof of the mill. The injustice of asking a dealer to carry a stock of sheet metal goods only to be met by direct competition from the manufacturer, is apparent, and if the manufacturer in question continues to sell direct to the consumer, association members will probably concentrate all their business on factories which deal exclusively through the recognized trade channels.

Another complaint was regarding a stove manufacturer who is selling to a farmer's supply concern, which can hardly be regarded as a legitimate store while still another complaint referred to a wire nail manufacturer who is said to be selling direct to consumers in competition with the regular hardware dealers. In one case it is claimed that several grocers are selling nails on a close margin in a district well served by four or five hardware stores.

Larger Membership Required.

While nothing but extreme satisfaction can be felt at the splendid growth already enjoyed by the association, the executive feel that in dealing with grievances of the kind referred to they would be better able to secure satisfactory results if they could show a working membership of 300 or over instead of only 150. There must be dozens of hardware dealers in Ontario who are heart and soul with the present effort to organize the trade and remedy the existing grievances. Instead of being laggards and waiting for some traveler or organizer to call upon them they should show some initiative and forward their application for membership (together with the $3 fee) to the secretary. "Every little counts," is a saying which fits the present situation. Every name added to the membership roll means so much additional strength behind the executive in its efforts to bring about an improvement in trade conditions.

FUND TO FIGHT PEDDLERS.

The Inland Empire Implement & Hardware Dealers' Association held its second semi-annual meeting in Spokane this week and raised $10,000 by subscription, with which to fight the "buggy trailors" and "range peddlers." The association is determined to wage unrelenting war upon these men, whom they call enemies of the local dealers, and they have outlined an extensive campaign. Secretady E. W. Evenson, of the association, says the fund subscribed will be used to hire men to follow up the agents representing eastern houses to explain to the would-be customers the advantage of buying from the home dealers, the trickeries which the outside agent is supposed to resort to, and the superior quality of the buggies and ranges purchased from local merchants. It is expected there will be a merry war and a good deal of bitterness in the fight which the association is launching.

The association has a mutual insurance company newly organized. The insurance report shows: Premium receipts, $4,299.85; total at risk, $260,650; reinsurance, $154,000; amount at risk above insurance, $105,850.

The organization has appointed a legislative committee which will attempt to secure State legislation to assist the association in its fight against the country peddlers.

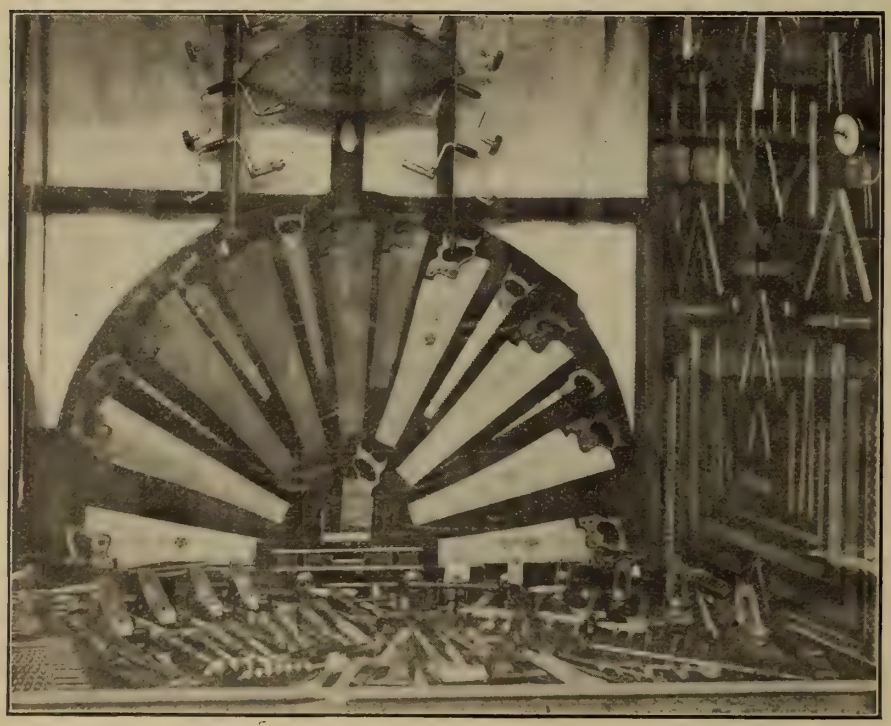
WINDOW AND INTERIOR DISPLAYS

CAMPING OUT DISPLAY.

An Illinois hardware store, which gives much attention to the attractive display of goods in the show window, recently caught the notice of the public with a camping out exhibit.

A small "A" tent was set up in one corner, with a camp chair at the entrance, and a hunting coat hung on the pole. A pipe and bag of tobacco lay on the chair. Three fishing rods, with reels, lines and hooks ready for use, leaned against the stump. A board laid across two low stumps formed a table upon which were camping dishes set for a meal. In the foreground was a fire place made of rocks, with ashes and charred sticks, a coffee pot, fry pan and sauce pan resting over the ashes on an iron grating such as campers use. The rocks and utensils had been previously smoked so as to look realistic. A red electric light lay in the ashes and a camp axe rested against a half chopped stick of wood nearby. Guns and cartridge belts were supported by the fence. Near the front was a folded camp bed lying on the grass, and on the extreme left of the window was a camera mounted on a tripod.

A window card propounded the query, "Isn't there something here that you can use on your vacation?" The upper portion of the cloth background was of a dark red, the lower part being black. The picture of the elk was set into the background to give depth to the scene. Tarred paper was laid on the floor and covered with fresh dirt, edged with newly cut sod. The shrubs were cut just before the buds were ready to burst into leaves. The vines were last year's morning glories. The other window at the same time was used to good advantage in an extensive and tasteful display of cheap watches, an exhibit which, by the way, enabled the firm to dispose of many goods of this class.



NEATLY ARRANGED WINDOW DISPLAY OF BUILDERS' TOOLS.

NOVELTY IN WINDOW DISPLAY.

The aim in all successful windows is usually novelty—something new. Unless the display has this element of novelty it cannot be otherwise than a greater or less failure. The use of too many canned goods in the window is usually objectionable, because they cannot easily be arranged in a manner that would attract by its originality. We urge the use of nothing in the window that suggests sameness of design and monotony of goods. Something new! Something fresh! Something original! That's what the window waits for.

That "hits the nail squarely on the head." Constant change, something new, something that will draw the attention of the passer-by and bring the customer inside your store. That is what the window display is for, and when it has accomplished this it is for you to follow up the work accomplished through your window display.

Not Too Many Lines.

Some merchants in their window display seem to have the idea that in order to be effective it is necessary to have a multitude of articles, and as is often the case the displays are overdone and the intended effect thrown out of proportion. Where only one article is used the effects created are usually most excellent. for the very neatest designs can be successfully accomplished with one or two articles only, it in a great measure depending upon the skill of the dresser in originating the design.

Window display embraces two very essential features—it serves the purpose of sampling new or especially choice goods, and at the same time adding a picturesque charm to the windows which set forth the real standard and capacity of the salesroom within.

ATTRACTIVE TOOL WINDOW.

A commendable display of mechanics' tools, arranged by J. R. Calkanan, a salesman in the employ of D. & H. Becker, New Hamburg, is shown in the accompanying illustration. The saws are arranged on a fan shaped background of black material and the side and bottom of the window are lined with the same material against which the bright steel tools show to good advantage. The picture, however, does not do justice to the effect, as it was taken on a sunshiny day when the buildings on the opposite side reflected in the window considerably. The display was one of the best entered in our recent window display competition and the merit shown in the arrangement indicates that Mr. Calkanan is an artist who must be counted upon as a strong competitor in future contests.

A CRUSHING REPLY.

The schoolmaster of a certain village asked his pupils the following question:

Suppose in a family there are five children and mother has only four potatoes between them. Now, she wants to give every child an equal share. What is she going to do?

Silence reigned in the room.

Everybody calculated very hard, till a little boy stood up and gave, to the great surprise of the schoolmaster, the following unexpected answer:

"Mash the potatoes, sir."—Birmingham (Eng.) Post.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

St. John's Model Store.

Emerson & Fisher, St. John, N.B., have issued a beautifully gotten up booklet showing about a dozen excellent exterior and interior views of their model hardware store as well as likenesses of five of their Maritime traveling salesmen. The printing is done on fine coated paper, neat descriptive matter accompanying each illustration and an artistic cover enclosing the whole. Views of the various floors and departments give an excellent idea of the lay out of the store building, which is modern in every respect and excelled by few hardware stores in America in points of convenience, display and equipment.

The booklet, as an example of all that a modern hardware store ought to be, is well worth sending for.

Ash Sifters.

The metallic ash sifters manufactured by C. M. Cutts & Co., Toronto Junction, have been well received by the trade during the past months, and a continuance of their use is assured for next season. They are a good thing to handle during the Winter season, and before buying ash sifters for the Fall, it would be well to have their circular.

Steel Ranges.

W. J. Copp & Son, of Fort William, are preparing a new catalogue which they will be glad to send to dealers who hand in their names. They make the Superb steel range, and from appearance it seems to be all the name implies.

Top-draft Stoves.

The season for heating stoves is about over, but for the selection of next year's stock it is none too early, and with this in view something of interest can be found in the catalogue issued by the Telephone City Stove Co., of Brantford. Their patent air-tight, top-draft stoves, which have had such signal success, are fully described in this booklet.

Yankee Tools.

Evidently the manufacturers of "Yankee tools" have not yet reached the limit of their inventive ability. A big line of these tools are now made by the North Bros. Mfg. Co., of Philadelphia, and a particularly handy outfit for the man who has to go to outside jobs is the "Yankee" tool set, which is a pocket package containing screw drivers, drill bits and countersinks. All information is contained in their tool book, which will be sent on request.

Malloch's Fishing Tackle.

A fishing tackle catalogue from P. D. Malloch, of Perth, Scotland, has come to hand. It contains 130 pages, well illustrated with everything the fisherman needs. It also gives some attention to taxidermy and preserving fish and game. A copy will be sent by the compilers upon request.

Stoves and Ranges.

The Percival Plow and Stove Co., of Merrickville, Ont., have issued a new catalogue of their ranges and heaters. The cuts show a trim, practical stove, and mark the progress that has been made in design and convenience during recent years. Their catalogue should be a valuable help to the selection of a stock for next season.

Schultz Lanterns.

The Schultz prism dash lantern is said to give 50 per cent. more light than other lanterns, in addition to which it is windproof. Special attention has been given to light producing qualities, and to making it adaptable for vehicles as well as for general purpose. The Schultz Manufacturing Co., of Hamilton, will send circulars on request.

Novel New Stove.

The James Smart Manufacturing Co., Brockville, are introducing a novel stove which is aimed to combine both cooking and heating qualities for either hard coal or wood. It is both a quick and perfect cooker and baker and very economical on fuel. Dealers should look into the merits of this "Perfection Tortoise" stove by sending a sample order and securing an exclusive agency. Printed description on application.

BIG CATALOGUE HOUSE FOR CANADA.

It is reported that a full-fledged mail order house with a large capital is to be started in Canada. They will not have stores, but will cater only to the mail order trade, sending their goods direct from the factory to the consumer, and keeping up offices only. They will follow closely after the methods employed by catalogue houses in the United States, some of which have been such a menace to American retailers. They have issued a circular letter to accompany their prospectus which tells of the fortunes to be made in the mail order business, and states that the field in Canada is just ripe for such a venture. It remains to be seen whether or not the present plans will culminate in starting such a business, but part of their circular is perhaps worthy of notice. It reads:

"Dear Sir,—We are establishing a purely mail order business in Canada, and desire to draw your attention to its phenomenal advantage to you.

"The mail order business is the latest method of handling merchandise in the great trade evolution of the twentieth century. The large department store proved a success because it supplied its customers with every want and made trading easy for them, and it only reached the people of its own city and suburbs; the mail order idea was therefore introduced to overcome this limitation and enable it to do business with people far and wide.

While this move was an immense success, it was nevertheless greatly handicapped by having the enormous expense of the retail department attached to it, and so long as that remained no material reduction in the price of goods could be made.

The result of this position was the evolution of the purely mail order house, which by reason of the lessened cost of handling goods, was able to correspondingly reduce the price to the consumer. As a consequence, business came to it by millions in place of thousands by the old way, and the financial success of the great mail order houses in the United States has reached a point in magnitude that can scarcely be credited."

The letter goes on to state that similar houses in the States earn from 40 to 60 per cent. in dividends, that Canada is just ripe for such a venture, and other statements of the usual kind handed out by stock promoters. The arguments used are plausible, but they savor of tactics used by the First National Co-operative Society of Chicago, now going through the bankruptcy courts, or the National Supply Company of Lansing, Michigan, which has just filed a trust mortgage for the benefit of nearly five hundred creditors.

DOOR TRACK AND HANGER.

Every season sees something new brought forth in the line of door tracks and hangers, and the latest addition to the collection comes from Wisconsin. Either single or double doors can be used with the track. Doors can be hung quickly, as it requires but the driving of six screws for a single door or ten screws for double doors. The track can be put up before or after the plastering is done, which permits its use in old as well as new buildings. Planed face double wheels of large diameter are used, with a yoke running over the axle on an anti-friction principle to enable extra heavy doors to move freely and smoothly. The track is made of maple to obtain a soft, easy and smooth sliding of the door. The adjustable feature is entirely in the track, the hanger being non-adjustable so as not to get out of order. The track rests on bolt heads, supported by brackets attached to the jamb studs on each side, and is not fastened at any point. There is a side swing or lateral motion in the hanger, so that the door will not bind, but will always carry plumb.

When selling lawnmowers include a grass catcher, a pair of shears, an oil can or some other useful article if your price permits.

HAVE YOU SEEN IT?



WE MEAN

"THE JOY"

To see it is to fall in love with it. To own it is the ambition of all who see it. To use it is to be delighted and constantly singing its praises. With such results it sells itself more nearly than can be claimed by any other.

What dealer would not want the agency for it? Range season is coming fast. Your competitor may get ahead ---if---you---don't---be---quick.

Joy Mfg. Co.

32 Humberside Ave. ...Toronto



Testimonials That are Real!

There are millions of so-called testimonials, but genuine testimonials are few and far between because the average person buys an article expecting it to be satisfactory. When they voluntarily write to sing the praises of a certain Range isn't it a sign that their expectations of satisfaction were exceeded—"beyond human ken?"

J. F. GOODFELLOW, Midland, writes:—" . . . My wife does her own cooking and is delighted with the success she has had since commencing to use the **EMPIRE QUEEN.**"

We have quite a number of such-like testimonials. Wouldn't it be worth your while to read "the others?" They are in our Booklet.

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

It Does Sell—

This season's sales of Oxford Chancellor Steel Plate Range (new series) are breaking records for Canada—

And No Wonder

This season's Oxford Chancellor is a better proposition than any stove dealer ever got hold of before—better built, better known, better advertised. The range itself will show you why it's the range YOU can sell—why it's the range your trade wants. It's a range you simply cannot match, dollar for dollar of price, dollar for dollar of profit—and you certainly can't match it in the selling help we put behind it to sell it FOR the dealer.

Let us send you a special NOW proposition that will make it plain that you need in your business the

Oxford Chancellor Steel Plate Range

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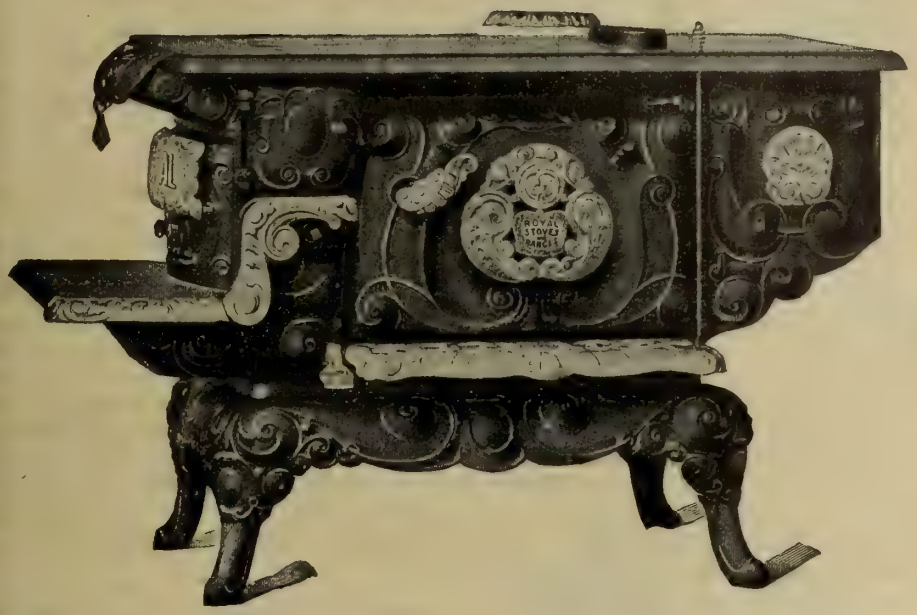
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WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

102

NONE BETTER ANYWHERE!



Of the stoves now offered to you

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Wouldn't you like to secure the agency?

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Refrigerators, Ice Cream Freezers Oil and Gasoline Stoves

We have large stocks and can ship same day as order is received.
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ENCOURAGING TRADE.

Now that the fishing season is open and trade will be lively during the next month or six weeks the merchant should adopt some live methods of increasing his trade in this line. Window displays and advertisements in the local papers are methods which should not be neglected, but if at all possible some novel plan should be worked out to attract attention to this end of the hardwareman's business.

In the United States bait and fly casting tournaments have become very popular and the large number of clubs formed has encouraged many magazines to devote considerable space to this subject. The manufacturers of fishing tackle, rods, reels, baits, etc., are also advertising extensively and the interest of the sport-loving public is being aroused as never before.

To reap the benefit of this publicity and increasing popularity of angling Canadian dealers in fishing goods should interest themselves in the organization of fishing clubs and in the arrangement of tournaments. In tournament casting, so much depends upon the rod, reel and line that the caster will endeavor to get the very best tackle possible, and every dealer should be in a position to furnish each individual with what he requires. It is an established fact that if the fisherman wants an article and it is for sale anywhere, he will get it and the dealer who accommodates him will always receive additional patronage.

Tournament casting is more of an evolution than a growth, and was, in its infancy, more of a means to an end than the end itself. Many fishermen who loved the rod and reel in the early days could catch their share of bass, trout and other fish without going very far from home, but as the country became more thickly populated, they had to travel farther to enjoy their full share of the sport. This they could not do for financial or other reasons, so they began practicing at home. This practice became so fascinating that a number of kindred sports got together and formulated a set of rules that there might be an element of competition in their practice. As this competition became keen tackle was improved, new and better rules were adopted, until to-day tournament bait casting is in a class by itself and is distinctly one of the best, cleanest and most wholesome sports in existence.

If there are a few bait and fly casters in your vicinity, get them together and organize a club, even if you should find it necessary to go to some expense. Then keep the interest alive by talking casting at every opportunity, keep a bulletin of records and averages made by your club and others, in a prominent place in your store. Before this, study up on tournament casting rules so that you may converse intelligently with those interested. These rules can be obtained from any manufacturer or jobber, but it will not be well for the dealer to tie himself up to any one line of goods as the ideas and likings of customers vary, but by having catalogues and samples of different manufacturers to hand it will not be necessary to carry large stocks.

There is good money in sporting goods of all kinds, and every dealer should endeavor to win for himself a reputation for handling reliable and up-to-date goods.

THE SITUATION IN METALS.

Practically nothing in the way of price changes has developed this week. For all that, nearly every metal on the list is somewhat stronger, ingot tin being, perhaps, the only real exception.

The price on small lots of tin remains at the same figures as last week, but this will be shaded for larger orders. The depression of tin on the metal exchange has been due to some facts and several rumors. The facts are presented in the shape of a few good-sized carloads of the metal now en route to the London market, and the statement of unsold Banka tin, which is rather unexpectedly favorable. It is shown that there are now 1,261 long tons unsold, as against 2,093 tons at the corresponding period of 1905, and 880 tons in 1904. The rumors referred to deal chiefly with a reported increase in the output of the Straits mines. In spite of these circumstances the market continues exceedingly dangerous and is subject to further sudden changes in sentiment and price.

Until a couple of days ago the lead market continued to rule firm. Buyers found supplies light, but not having any pressing orders on hand, they preferred not to force matters, with the result that prices were stationary. Until Tuesday of this week an advance was confidently expected, but an easier feeling has prevailed since then—not sufficient, however, to affect the ruling price.

Zinc spelter is still a decided feature. The American market experienced a great awakening when foreign buyers were compelled by high prices abroad to enter into negotiations with producers on this side of the water. This export demand has been so great that spot zinc is now all but out of the question, and buyers find it necessary to bid high even to secure options on futures. Although their wants are urgent, trade is bound to be light until supplies increaee, and in the meantime the situation looks favorable for higher prices.

LUMBERMEN ASK GAME RIGHTS.

The lumbermen of Nova Scotia are a progressive company. They move on the John D. Rockefeller plan—all the goods for me; all the good advice for my neighbor. Just now their neighbors are the sportsmen of the province, the holiday fishers and hunters. A movement is on foot for the improvement of the fish and game laws. The Annapolis Royal Spectator advocates the proposed renovation and continues:

"A new feature has, however, arisen in the claim of the owners of timber limits to control the game and fishing privileges on their own areas. They also claim that they have been advised by the Hon. Attorney-General for Nova Scotia that the licenses granted to sportsmen by the Government entitles those sportsmen to hunt or fish only on Crown lands. If such is the case the Government is issuing licenses for a worthless privilege. The Crown lands of the province have been given away and sold at 40 cents per acre until nothing remains to-day but a few scattering sections impossible to reach without trespassing on the lands of some of the parties who make up the Lumbermen's Association of Western N. S. The claim, however, under present conditions, is a false one. These gaming privileges were not granted with the lands any more than the mineral rights, except in the case of some very early grants, too few to be of any real importance. Custom, too, is allowed to be almost as strong as law and for the past forty years a hunter might kill game in his neighbor's back yard and if no damage was done, no trespass was claimed or thought of."

BOARDS OF TRADE AND CIVICS

Mr. George Caverhill, vice-president of the Montreal Board of Trade, when interviewed by a representative of Hardware and Metal regarding board or trade activity in municipal affairs, and the Halifax plan of a joint committee of the board of trade and council, said :

"I fear there is no hope for the adoption in this city of a scheme similar to that in force in Halifax, nor do I believe that it would be to the best interests of the city that such a system should be adopted. There are many objections which occur to me at once, and doubtless there are others even more serious which would develop in the carrying out of the scheme of having a joint committee from the city council and the board of trade. In the first place, if the business men of the city are consulted on certain matters it follows that other interests should be consulted in the same way when subjects in which they are concerned come up, and while the aldermen may, if they desire, unofficially consult such bodies as occasion arises, it would be impracticable to have them properly represented on any committee.

Tie Aldermen's Hands.

"Again, should such a committee be organized, the aldermen are almost forced to follow its recommendations or, in other words, a body composed of some members at least who are not directly responsible to the citizens would have undue power in the transaction of the city's affairs, a principle which I do not think would meet the approval of citizens generally. So far as I can see the only hope we have of economical and businesslike administration of the city's affairs is in the active personal interest of every citizen in the choice of representatives on the city council. If the proper men are chosen for this office they can be relied upon to secure advice from those with more knowledge than themselves on any subjects requiring special knowledge which may come before them, but if this type of men is not chosen we can hardly hope that, even assuming that they received the best of advice, they would be disposed to follow it.

Government by Commission.

"The alternative of this is government of the city by a small commission. This proposal would, I am sure, meet the hearty approval of all business men, but, unfortunately, it is extremely unlikely that citizens generally would accept it.

"While I believe that the charge is generally made that the business men of Montreal do not take a proper interest in municipal affairs individually, I do not think that the same can be said about business men collectively, as the Montreal Board of Trade, the most thoroughly representative business organization of the city, has always taken an active interest in the larger questions which have come before the city council, and have lost no opportunity of giving the city council the views of the business men on such subjects. During the last two and a half years the council of the board of trade has taken up many municipal matters. I refer especially to this period, as having been a member of the council for that time I have been more familiar with its work than formerly.

Done in Montreal.

"In 1904, while the Act to amend the charter of the City of Montreal was before the Quebec Legislature, the board of trade council, which, by the way, appoints each year a special committee on municipal affairs, went most thoroughly into the provisions of the proposed amendment and made representations on all clauses which, in its opinion, required alteration, and was largely successful in securing a number of changes which would commend themselves to every thinking citizen. In the same year the city council had before it the subject of the much-needed increase of civic revenue, and appointed a special committee thereon. This committee very sensibly advised the council of the board of trade that it would be pleased to consider suggestions on the subject, and we went into the matter most fully, communicating to the city's finance committee our opinions on the whole question in detail.



GEORGE CAVERHILL, Montreal,
Vice-President of the Montreal Board of Trade.

Various Suggestions.

"In 1904, also, on two different occasions, the board brought to the attention of the city council the need for cleaner streets and sidewalks, the board also making recommendations with reference to the smoke nuisance. In connection with public franchises resolutions were communicated to the city council regarding the contracts between the city and the Montreal Street Railway Company and the Gas Company—this during the year 1905. The council of the board of trade took action also to prevent the intrusion of electric railways into Mount Royal Park.

"Quite recently the question of the desired extension of Western Square to Sherbrooke street was the subject of a memorial addressed to the city council, which memorial, upon being referred to the parks and ferries committee of that body, resulted in its decision to secure estimates as to the cost of such extension, which estimates will be presented to that committee shortly, and I trust the desire of the board of trade and citizens generally in this matter will be acceded to.

Better Fire Protection.

"One other question which has, and is still, receiving attention, is the need for improved fire protection service. As citizens we can hardly claim any special credit for taking such an interest in this matter, as it affects our pockets as business men, but at the same time it is a matter in which every citizen of Montreal has a direct interest. As I said, this matter is still receiving attention at the hands of the board, and the council expects shortly to receive a report on the subject from a very strong committee appointed early in the year.

"I could mention many perhaps smaller matters on which the city council have had the advantage of advice from the board of trade, but these will suffice to show that, as I said, collectively, the business men of the city, through the board of trade, have been fully alive to the citizens' interests.

"I do not see that any advantage would accrue to the city by the adoption of the scheme now in operation in Halifax, as explained in Hardware and Metal whereunder the board of trade appoints some of its members who, with a certain number of the city council, form a joint committee to deal with important civic matters. If in the election of representatives on the city council the individual citizen sees to it that none but reliable and capable men are chosen, we will have a considerable improvement in the administration of civic affairs."

HARDWARE TRADE GOSSIP

Ontario.

J. McCurley has retired from the Victoria Foundry Co., Ottawa.

James King, of the Warden King Company, Montreal, was in Toronto this week.

Col. Gartshore, of the McClary Manufacturing Co., London, is making a tour to the west.

T. McC. Hutchinson, of Drummond, McCall & Co., Montreal, visited Toronto on Friday.

Mr. McKinnon, of McKinnon & Walker, hardware merchants, of Cobalt, was married last week.

H. W. Mitchell, commission merchant, of Winnipeg, has been in Toronto for a few days this week.

Thomas Marshall, Dunnville, was a caller at the Toronto office of Hardware and Metal on Tuesday.

R. W. Harrison, of Harrison & Robertson, master plumbers, is improving in health and is able to be out again.

Wm. Taylor, of the George Taylor Hardware Co., Cobalt, has gone to New Liskeard to conduct their branch there.

Major J. A. W. Allan, hardware merchant, of Newmarket, is said to be favorably mentioned for the strievality of York County.

J. W. Sims, who was formerly in the plumbing business at Maffey, has opened in the same line at Haileybury, and is already carrying on a fine trade.

The Dominion Radiator Company, Toronto, defeated the Canadian Fairbanks Company at baseball last Saturday in a hot and closely contested game, by a score of 7 to 3.

A young man named Ernest G. Luxton, employed with the Marshall Wells Hardware Co., of Duluth, was killed by a street car in Portland, Ore. His home is said to be in Toronto.

Edward Gurney, president of the Gurney Foundry Co., has returned to Toronto from a month's auto tour to Boston and return, going via New York State and returning via Montreal.

John Archer, head clerk for Wm. Hughes, hardware merchant, of Marmora, Ont., was married last week to Miss Vera Butler, of the same town. They left for a short trip to Toronto and other points.

Albert Walker, of the A. R. Williams Machinery Co., pleaded guilty for taking goods his house had a lien on, but which were under siezure by the sheriff at St. Catharines. He was let off on suspended sentence.

H. B. White & Co., Walkerville, dealers in paint and wall paper, and decorators, have moved into their new store. This firm, of which T. E. Couse, late of Sanderson Pearcy & Co., Toronto, is a partner, carry a complete line of decorators' materials, and keep constantly employed from 30 to 50 men.

The Railway Commission yesterday heard the complaint of the Waterhouse Nail Co., of Brantford, who charge discrimination in railway freight rates. It is alleged that the Brantford concern pays $1.67 more for wire rods from Sydney, N.S., than Montreal firms do, and that the rate on keg nails is two cents more from Brantford to Winnipeg than it is from Montreal.

Quebec.

Hatte Foisy & Co. have registered as builders in Montreal.

Wm. Ware & Sons, plumbers, were registered in Montreal.

Berthiaume & Pepin, plumbers, Montreal, have dissolved partnership.

The Glasgow Lead Pipe Works are among the newest Montreal firms to register.

J. Crawford, of Howick, was in Montreal on Wednesday, buying materials for his fine new residence.

C. O. Gervais, of C. O. Gervais & Frere, general merchants, of St. Johns, was in Montreal this week.

Alfred Oliver, of the Clinton Fireproofing Company, Clinton, Mass., paid a business visit to Montreal this week.

John Loughrin, dealer in hardware, tinware and furniture, Mattawa, Ont., was in Montreal on a business trip a few days ago.

T. C. Davidson, of the Thos. Davidson Manufacturing Co., Montreal, is taking a trip to Winnipeg and other western cities this week.

E. D. Hoffler, of Buffalo, Canadian representative of the Roebling Construction Company, spent Monday and Tuesday in Montreal.

Mr. Morrow, of Morrow Bros., general merchants, Grenville, was a visitor at some of the wholesale hardware warehouses of Montreal this week.

Mr. O'Brien, of O'Brien & McDonald, the railway contractors, was a visitor to Montreal this week, looking after some of the firm's extensive interests.

A. D. Leblanc, formerly with the Canada Hardware Company, has joined the traveling staff of Lewis Bros., and will cover a portion of Quebec Province.

Thomas Oliver, hardware merchant, of Copper Cliff, visited Montreal this week, having come down from Toronto by boat. Mr. Oliver was accompanied by his wife on the trip.

J. R. Terrill, of Caverhill, Learmont & Co., has returned to Montreal after a successful two weeks' trip in the Ottawa Valley, where he relieved "Jack" Meikle during the latter's illness.

George Caverhill, senior partner of Caverhill, Learmont & Co., Montreal, has been suffering from illness for a week past, and was unable to attend to business during that time.

Arthur Leger, of Lacroix & Leger, hardware merchants, Montreal, is sailing on the Empress of Britain to-day for a ten weeks' trip to Europe. He will be accompanied by Alphonse Derouin, of L. H. Hebert's staff.

J. H. Roper, Canadian agent for John Shaw & Sons, Wolverhampton, Eng., has returned to Montreal after spending nearly six weeks calling on the trade in the Maritime Provinces. Mr. Roper found things very lively in that part of the country.

J. W. Hubbard, of Stacey Bros., cutlery manufacturers, Sheffield, England, will be in Canada early in July. As Canadian representatives, the name of F. W. Lamplough & Co., Montreal, is closely associated with Stacey Bros.' lines of cutlery, and no doubt many buyers will remember having met Mr. Hubbard on the occasion of his last visit to Canada in 1904.

Western Canada.

Archibald & Shea have bought the plumbing business of J. C. Orr & Co., Winnipeg.

Ross Neuman, manager in Winnipeg of the Canadian Fairbanks Co., was in Calgary last week on business.

A. B. Kent, of the Marshall, Wells Co., Winnipeg, was in Calgary last week on his return from an extended trip in California. He was accompanied by Mrs. Kent.

JAPANESE TRADE POSSIBILITIES.

Another opportunity will be given Canada, with other nations, to bring her products and manufacturers before the Japanese. From September 1 to November 30 of this year a semi-international exhibition will be held in Tokio under the auspices of the Japanese Government in co-operation with the business men of Japan. In a letter to the Toronto Board of Trade the directorate of the fair particularly ask that Canadian manufacturers be encouraged to send exhibits, and appear to be anxious that our manufacturers do not overlook the fair. When the exhibition proper is over it is the intention to keep the establishment up as an industrial commercial museum where those who have goods to introduce into the country may have a place where they will be kept in touch with the importers and purchasers.

Japan is one of the greatest unexploited markets in the world, but if Canadians are to share in the future commercial intercourse, every advantage we can get must be taken and energetic methods must be used so that we are not forestalled by other nations.

Only a few days ago Consul-General Nosse when making a trip across Canada stated that it was his intention when in Winnipeg and other western cities to see some of the business men and discuss with them trade relations between Canada and Japan, believing that now is the time for Canadians to get possession of the Japanese market. He spoke of the preference for all Canadian products in Japan since the late war on account of the British sympathy with the Japs, and also as a further proof of this feeling stated that before long there would no doubt be a vice-consulate established in Toronto by the Government of Japan. This friendly feeling means much for us, and if we fail to follow it up and appreciate what it means to us, most assuredly we will be the losers.

WESTERN WANTS.

Board of Trade Resolutions for Edmonton Convention.

Resolutions to be submitted to the convention of Western Boards of Trade at Edmonton, Wednesday and Thursday of this week, which will be fully reported in next week's Canadian Grocer, were required to be sent in beforehand and were then issued in phamphlet form to enable careful consideration being given them. The resolution that the Associated Boards of Trade of Western Canada continue as at present constituted for the year 1907, came from Regina, which city also asks that deputies of the receiver-general be appointed for the two new provinces, that the postal service be made commensurate with the growth of the country, and that the passenger rate on railways be lowered and excursion rates to the east be given in the Summer.

Wetaskiwin wants a C.P.R. land office opened up north of Red Deer and strict-

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JUN 2 6 1907



ALFRED LACROIX,
of Lacroix & Leger, Montreal.

er inspection of settlers' effects coming in from the States in regard to dutiable articles. Edmonton urges the necessity of uniform commercial laws in the two new provinces, the removal of the cattle embargo, better roads, the adoption of the metric system, the restriction of bonusing, municipal ownership and better postal service.

Calgary asks for better commercial legislation and the establishment of an intelligence bureau in connection with the Department of Agriculture.

Lethbridge also wants better commercial laws that will limit the garnishee to $25 in any one month, and provide for the arrest of absconding debtors; that claims for lost or damaged goods must be settled within 60 days by railway companies and that all shipping bills should be signed in triplicate.

Moosejaw suggests the better payment of school teachers, and the support of hospitals from public funds.

Strathcona asks that imported goods be marked in Canadian standards, that a fruit inspector be appointed, that bonusing be restricted and municipal ownership encouraged.

Wapella wants the municipal year to commence not later than February.

Raymond wants the encouragement of Albertan sugar.

North Battleford proposes that the laws relating to exemption from seizure be amended so that no provisions of the law shall defeat a personal promise to pay.

A SUCCESSFUL HARDWARE FIRM.

Among the younger firms of retail hardwaremen in Montreal, none has made more rapid progress than Lacroix & Leger, whose fine store on Mount Royal avenue is already one of the most prosperous in the city.

Both partners in the firm had a thorough training in the hardware trade before launching out for themselves. The senior partner, Alfred Lacroix, spent five years as office man with the large wholesale hardware house of L. H. Hebert, Montreal. He then, at an early age, started in the retail hardware business on Mount Royal avenue, in partnership with his uncle, under the firm name of Cardinal & Lacroix. For two years the business was carried on in this way, and its growth was rapid. At the end of that time Mr. Cardinal's share of the business was purchased by Arthur Leger. That was five years ago, and the firm has continuously prospered until it is now recognized as one of the foremost in Canada's greatest city.

Arthur Leger, who became the junior partner in the present firm on taking over the share held by Mr. Cardinal, also had a long experience with L. H. Hebert. In 1892 he entered that house, and was there for nine years in the capacity of sales manager. The addition of his capital and personality to the retail business in 1901 gave it a great impetus, as its increasing trade has shown.

Mr. Leger is about to take a ten weeks' trip to England and the continent, his object being as much to increase his firm's trade connections with the big houses there as to enjoy "the sights." Lacroix & Leger have for some time been importing a considerable quantity of their goods direct, and it is their intention to increase this end of their business.

DELIVERIES OF WINDOW GLASS.

Many importers of window glass are loud in their complaints on the manner in which their consignments are being handled this season.

The receiving docks at Montreal have not yet been whipped into shape for the season, and indeed they are in a disgracefully muddled condition. This was not improved any by the recent carters' strike, during which all kinds of goods were stacked up along the waterfront. It is estimated that thousands of boxes of glass were piled at the various docks during that time.

One of Montreal's largest glass dealers mentioned the other day that it had taken his men a full week to straighten out his latest arrival from Europe. Other importers express themselves as being equally dissatisfied with the service they are getting from some of the trans-Atlantic companies.

The obvious result of this bungling is that many retailers will be disappointed in their consignments of window glass at this, the busiest season of the year, and the probability is that they will heap blame on innocent shoulders.

ONTARIO SILVERWARE CASE.

The grand jury at Welland found a true bill against the Ontario Silver Company for using false trade descriptions, and also against the manager, G. W. Clarke, for conspiracy, for whom a bench warrant has been issued for failing to appear in court. While several jobbers are included in the indictment it is hardly possible that any proceedings will be taken against them, as they were not notified of any liability in the matter or cautioned to stop dealing in the Sheffield-marked cutlery.

RETUR
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To Our
Page



ARTHUR LEGER,
of Lacroix & Leger, Montreal.

KINGSTON BOARD OF TRADE.

Kingston had a board of trade in 1872, but it tired by the way. The younger business men have seen that it is not good for Kingston to be without a board of trade and a new one has been organized with 120 members and two honorary presidents. The officers are: Honorary presidents, Hon. Wm. Harty, M.P., E. J. B. Pense, M.P.P.; president, W. T. Minnes; treasurer, W. B. Dalton; secretary, J. E. Cunningham; council—C. Bermingham, J. M. Farrell, L. L. Henderson, D. G. Laidlaw, C. A. Macpherson, Hugh Macpherson, J. A. Minnes, E. C. Mitchell, R. J. McKelvey, H. W. Richardson, T. J. Rigney, E. T. Steacy, and J. S. Turner.

SALESMAN WANTED

WANTED—An experienced, active hardware and stove salesman, must be good stockkeeper and capable of taking charge of front shop. Apply stating experience, references, salary. Box 839, St. Thomas, Ont. (24)

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Jenkins Valves—Discount of 42½ per cent. declared.

Iron Pipe—Lower prices in some quarters.

Pig Iron—Clarence, No. 3. $18.00; Cleveland, No. 1, $18.25.

Antimony—Minimum price, 30 cents.

Ingot Tin—Easier. Prices shaded for quantities.

TORONTO.

Bolts—An advance of 5 per cent. has been made.

Wood Screws—Quotations are 10 per cent. higher on gimlet points and 5 per cent. higher on cone points.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 15, 1906.

Most of the wholesale houses in this city had a rather light trade at the end of last week and the early part of this. On Wednesday, however, things began to look up and the mails since then have been bringing in some very large orders. It is thought that the temporary lull came as a result of last week's heavy rains. Reports are being circulated that even now the roads in the "back districts" are badly broken up, thus seriously handicapping business in that territory.

Prices generally are firm, but the only notable change is in Jenkins' valves, on which the new discount of 42½ per cent. has been declared. Some jobbers here have revised prices on iron pipe, showing a slight decrease in price. This, however, is not by any means general.

AXES—No change is to be noted in conditions. We are still quoting: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—Trade continues to be good, with prices steady at the following figures: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—There is the usual quantity going out. The price remains at the same figure of $4.25 for cold blast.

RIVETS AND BURRS—A first-rate turn-over is the rule among local jobbers. Prices are stationary and are quoted as follows: Best iron, rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—As the season for this line approaches, increasing inquiries are being received. Our prices are as follows: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b., Montreal.

MACHINE SCREWS — Business is large, with prices steadily maintained. We are quoting: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—There is nothing of particular interest to report with reference to this branch of the trade. Our prices still are: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

HORSE NAILS—Trade conditions remain very satisfactory. Prices currently quoted are as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—The market is still somewhat unsteady, as a result of keen competition. We are quoting $2.15 per keg., f.o.b., Montreal.

CUT NAILS—Only the normal trade is being done, at prices the same as have been quoted for some time past. Our figure is $2.20 per keg, f.o.b., Montreal.

HORSESHOES—The situation is substantially the same as at our last report. The following prices prevail: P.B. new pattern, base price, $3.50 per 100 lbs.; M.R.M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes 25c. per 100 lbs. extra.

SPORTING GOODS—Guns and ammunition are already going out in good quantities, with other lines not far behind in volume of business done.

BUILDING PAPER—About the same conditions prevail as have for the past few weeks. Orders are being filled in fair volume and the trade on the whole is in a satisfactory condition.

CEMENT AND FIREBRICK — The heavy demand reported last week for the better grades of cement is keeping up and there will not likely be any lull during the whole season. Our prices are as follows: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lafarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21 American, $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—We are still quoting: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch. $3; 1 inch, $2.95.

FREEZERS—The number of freezers being shipped by all the local jobbers is very large, and prices are steadily maintained as follows: American Twin, 2 qt. $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—The demand continues brisk, the price quoted being still $1.45 per hundred square feet.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 15, 1906.

As predicted in our last report, bolts have advanced. The present quotations are 55 and 10 off instead of 55, 5 and 10. Screws have also been advanced 5 and 10 per cent. on cone point wood screws, and gimlet points respectively. Our present quotations now are 70 and 10 per cent. off on cone points and 70 and 5 per cent. off on gimlet points.

Some new samples of roller skates have come to hand The return of this one time sport is being widely felt now and different hardware jobbers are catering to the trade.

Cutlery has been particularly active for some week, and June deliveries have been larger this year than in any previous year at the same time. Booking orders are also good, and the Fall trade prospects never looked brighter.

Business continues good in all lines, but Summer lines, that is, screen doors and windows, lawn mowers, garden implements, etc., never sold better than during the present season.

AXES AND HANDLES—Trade conditions normal, with no price changes.

CUTLERY AND SILVERWARE — The largest business in many years has been done during June.

SPORTING GOODS — Baseball and lacrosse goods and fishing tackle continue in good demand, and guns, ammunition, etc., are selling well.

SCREEN DOORS AND WINDOWS — An increasing trade is experienced in screen doors and windows, as the season advances.

HAMMOCKS—The hot weather has created a large sale of these goods. A better class of hammock than usual is being asked for, and manufacturers are kept busy getting out stock.

LAWN MOWERS — Lawn mowers continue to sell well. Some jobbing houses report being nearly depleted.

LAWN HOSE—The hot weather has greatly increased sales in all garden sizes.

REFRIGERATORS AND FREEZERS—A big business is reported in these lines, particularly the former, for family use.

WASHING MACHINES — Trade is on the increase and some large orders are reported.

CHAIN—We quote as follows : 1 inch, $6.60; 5-6 inch, $4.55; ⅞ inch, $3.95; 7-16 inch, $3.80; ½ inch, $3.65; 9-16 inch, $3.55; ⅝ inch, $3.45; ¾ inch, $3.35.

EXTENSION AND STEP LADDERS —Prices continue as follows : Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—Sales are reported large. We quote : 2-in. mesh, 19 w.g., discount 55 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE — We quote : $2.17½ f.o.b. Cleveland.

BARB WIRE — Prices remain the same. We quote : On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues, with the usual business. We quote : $2.05 base.

CUT NAILS—We quote : $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSE SHOES — Our quotations continue as follows : P. B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

RIVETS AND BURRS — Prices are very firm and stocks low. Indications are for still firmer prices, perhaps an increase.

SCREWS—Gimlet points are up 10 per cent. We quote 70 and 5 per cent. off list. Cone point wood screws have advanced 5 per cent. We now quote: 70 and 10 per cent. off.

BOLTS AND NUTS— A 5 per cent. advance has been made on bolts. Former discount was 55, 5 and 10. We now quote 55 and 10 per cent. off.

CEMENT—Prices keep very firm, but there is no change. A heavy demand is still felt. We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIRE BRICK—There are no changes to record. English and Scotch firebrick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27½c. to 35c.

HIDES AND WOOL—Hide prices are unchanged and supply is in excess of the demand. Country buyers are said to be paying too much for wool.

Hides, inspected, steers, No. 1	0	12
" " " No. 2	0	11
" " cows, No. 1	0	11½
" " " No. 2	0	10½
Country hides, flat, per lb., cured	0	11
Calf skins, No. 1, city	0	14
" " No. 1, country	0	13
Sheep skins	1 50	1 85
Lamb skins	0	40
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb.	0 04½	0 05½
Pulled wools, super, per lb.	0	25
" " extra "	0	27
Wool, unwashed fleece	0 17	0 1
" washed fleece	0	26

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 15, 1906.

The week just past has been one of almost uniform steadiness in the metal market. Outside of a few slight fluctuations, which left things in the same condition as before, there has been practically nothing to remark about the prices. The demand for all classes of metals continues to be very large and the importing and jobbing houses in this city are well satisfied with the outlook. Their chief difficulty seems to be in securing deliveries of the goods ordered from first hands.

Ingot tin has sold actively during the week, but prices have fluctuated considerably. On the whole, though, no appreciable difference has been made in the quotations for spot tin, and we make no change in our price. It is thought that the scarcity which has existed in the tin market for a long time may be somewhat relieved during the Summer months by an increased production on the part of the mines in the Straits Settlements. Rumors to this effect are seemingly backed up by the fact that the present consumption is very large and badly provided, so that good prices are assured for some time to come.

Copper is still well to the front, and prices are yet ruling high. It is reported that a growing demand for copper is being experienced on the New York market from foreign consumers, who are buying more liberally. The general conditions of the market would really justify higher prices, but an effort is being made by the large producers to keep quotations as much as possible within present bounds, so as to distribute supplies more evenly. As previously mentioned, Montreal buyers find the greatest difficulty in purchasing at the prices currently quoted, when spot delivery is required. The difference between quotations and buying prices is so marked at present as to cause a very appreciable difference in the cost of large quantities. This is true of both copper and tin, but perhaps the latter metal is the more affected by this condition.

The complexion of the iron and steel market shows improvement. There is a splendid demand, but as this has been the case for some time, it is very difficult to secure deliveries of the softer grades of iron. Prices on these irons are considerably stronger.

Zinc spelter is keeping its present position on the market. Several weeks ago it was mentioned that advances were being made on the European markets, and this naturally caused foreign buyers to come into the American market where prices were easier. The result of this invasion is now seen in the rapidly increasing values reported from St. Louis and other centres. Producers have not been able to meet this export demand in spot spelter, and now even futures are no longer offered. Authorities look for early developments in spelter.

COPPER—It is hard to get reasonably prompt deliveries. The market is very firm, and would no doubt go higher, but for the attempt to limit prices. We quote : Ingot copper, 21c. to 21½c. ; sheet copper, base sizes, 25c.

INGOT TIN—Prices have been alternately up and down throughout the week, but the quotations at time of writing are somewhat firmer than earlier in the period. We still quote last week's price of 45c. to 45½c.

INGOT ZINC—The situation is becoming quite acute, and the expectation is that it will not be long before prices will be materially advanced. We are now quoting : 7c. to 7¼c.

ANTIMONY—Some of the local jobbers are selling fair quantities of antimony at a price rather higher than that quoted last week. For small lots it is now impossible to obtain a better price than 30c. per pound.

PIG LEAD—Advances took place in the early part of the week, but conditions are now somewhat easier. We do not change our quotations, which are $4.45 to $4.55 per hundred pounds.

PIG IRON—Demand is good, but there is still difficulty in deliveries. We quote:

"Dom.," No. 1, $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	21 00	"	"
Clarence No. 1	18.00	"	"
" No. 3	18.00	"	"
Cleveland No. 1	18.25	"	"

BOILER TUBES—There is no change

in conditions. We still quote: British and American tubes, 1 1-2 inch, 8 1-2c.; 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch, 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our prices remain as follows: Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c.

MERCHANT STEEL—There are no price changes this week. Machinery steel shows an exceptionally strong market with an upward tendency. We give prices: Sleigh shoe, $2.17 1-2; tire, $2.27 1-2; spring, $2.75; toecalk, $2.82 1-2; machinery iron finish, $2.27 1-2; ruled machinery steel, $2.75; mild, $2.17 1-2 and upwards; square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—Prices and general market conditions are unchanged. We are still quoting: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—American producers have increased the price of 28 gauge, and British makers are declaring a general advance which has not as yet affected the jobbing trade in this country. Our prices remain as follows: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—This line is very strong at present. We give the following prices: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—A very active demand is being shown, and prices are stiff. We quote: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—No change has taken place. An active inquiry is being maintained. Our prices are: Cokes, base size, 1C 14x20, $4; charcoal, base size, IC, 14x20, $4.25.

TERNE PLATES—Nothing new has transpired since our last report. Quotations are steady at $6.85.

SHEET ZINC — Although gaining strength, there is as yet no change to make in the prices of this metal. We still quote $7.75 in casks, $8 in less than casks.

SHEET LEAD—Our prices remain as follows: 2½ lbs., 5½c. by the roll; 3 lbs. and heavier, 5¼c. by the roll; small quantities 25c. per hundred lbs. extra.

BAR IRON—No change in conditions is noticed. The market is still firm at $2.05 f.o.b. Montreal.

OLD MATERIAL—Things are almost exactly as given in our last report. Even rubber continues steady. About the only thing worthy of remark is that for some reason or other, foundrymen do not seem to be so anxious to get material as they were. Market values have, nevertheless, kept firm. We quote: Copper wire, 15 1-2c.; light copper, 14 1-2c.; heavy red brass, 14 1-2c.; yellow brass, 11 1-2c.; light brass, 7 1-2c.; lead, 3 1-4c.; zinc, 4c.; machinery cast scrap, $13; wrought scrap, $12; stove plate scrap, $10.50 to $11; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7 1-4c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 15, 1906.

Considerable irregularity still exists in the demand for ingot metals owing to slight fluctuations in prices, but notwithstanding this the demand is active and stocks are kept low by the persistent call for goods. The warehouses contain much lighter stocks of goods than is usual at this season and in iron and steel the mills are so busy that orders cannot be taken for delivery in less time than from three to six weeks. The pig iron market is firming up and the market is stiff at the prices we quote. Considerable difficulty is experienced in securing the fulfillment of orders.

Ingot tin has been fairly steady in price during the week and the quotations of a week ago still rule. Copper is firm but lead has fallen back to its old position after a rise at the beginning of the week. Spelter is firmer on the outside but unchanged locally.

PIG IRON—Both in local and outside markets firmer conditions rule and difficulty is experienced in securing early shipments. We quote: Radnor at furnace, $30; Hamilton at furnaces, No. 1, $20.50; No. 2, $20; Londonderry, f.o.b. Toronto, No. 1 $21.50, No. 2, $21; Middleboro, $21.50.

BAR IRON—Demand is keen and the market is firm at $2.15 base, f.o.b., Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Conditions have been irregular owing to fluctuations, but the market is steadier and with more supplies in sight prices appear to be likely to remain steady at about 43c. to 45c. per pound.

TIN PLATES—We still quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS — We still quote: 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. Buying is active and quotations 23c. to 24c. per pound.

BOILER PLATES AND TUBES — The demand is steady and we continue to quote: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1¼ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $20. Terms, 2 per cent. off.

LEAD—The market is easier after the recent advances on the outside and we still quote $4.50 for imported pig, and bar lead at $5 per 100 lbs.

ZINC SPELTER—No change in prices has yet been made but the feeling is that advances are probable. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

COPPER—Outside conditions are very stiff and stocks hard to get, but locally we are still quoting: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

ANTIMONY—Locally prices continue the same and we still quote 28½c.

OLD MATERIAL — No. 1 wrought iron is very active just now. Dealers' buying prices are as follows; Heavy copper and wire, 15½c. per lb.; light copper, 13¾c. per lb.; heavy red brass, 13c. to 14c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8½c. per lb.; tea lead, $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4¼ to 4½c. per lb.; iron, No. 1 wrought, $10.50 to $11; No. 2 wrought, $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel, $5; old rubbers, 7¼c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—Quotations remain as follows: Anthracite in cars at bridges, egg, stove and nut, $5.20; grate, $4.95; pea, $3.50, per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.50; ¾ inch, $2.40; mine run, $2.30; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, June 13, 1906

PIG IRON—Cleveland warrants are quoted at 50s. 4½d., and Glasgow standard warrants at 50s., making prices as compared with last week 3d. higher for Cleveland warrants and 1d. lower for standard warrants.

TIN—Spot tin opened irregular at £176, futures at £175 5s., and after sales of 200 tons of spot and 670 tons of futures closed firm at £176 7s. 6d. for spot, £175 17s. 6d. for futures, making price compared with last week £4 2s. 6d. lower on spot and £3 12s. 6d. lower on futures.

COPPER—Spot copper opened easy at £86, futures £84 15s., and after sales of 250 tons of spot and 350 tons of futures, closed quiet at £86 for spot and £84 10s. for futures, making price as compared with last week 5s. lower on spot and 7s. 6d. lower on futures.

LEAD—The market closed at £16 17s.

6d., making price as compared with last week 2s. 6d. higher.

SPELTER—The market closed at £27 7s. 6d., making price as compared with last week 2s. 6d. lower.

U. S. IRON AND METAL TRADES.

From the Ir n Age, June 14, 1906.

May, being a month of 31 days, showed a production of 2,098,746 tons of coke and anthracite pig iron, as compared with 2,073,222 tons in April, a month of 30 days, which proves that the stacks have not been doing as well lately, with the approach of Summer. With the same number of furnaces blowing the capacity at work declined from 484,031 tons per week on May 1 to 472,997 tons on June 1. The production of the plants owned by the steel companies was 1,372,423 tons in May, as compared with 1,333,591 tons in April.

So far as stocks are concerned, it may be stated, with the reserve which the absence of official statistics from the east and the central west imposes, that accumulations are very light. It is known that the steel corporation has been running along for months with a stock including all kinds of iron, which has fluctuated between 130,000 and 140,000 tons. The whole south had a trifle over 100,000 tons on June 1. Consumption, therefore, is keeping wonderfully close to an enormous production. Buying from the merchant furnaces outside of steel making irons and of pipe irons has now been light for months, and a sharp buying movement may set in as soon as the crop situation is clear. It is not believed that melters will anticipate crop results.

Only a moderate business for forward delivery is being done in foundry irons. Pipe makers have been buyers to a moderate extent, but the general foundry trade is holding back for the third quarter, and it looks like a test of strength, particularly with the southern furnaces, who, however, have this in their favor, that they are accumulating very little iron. Practically complete returns from the southern plants, including Virginia, Alabama and Tennessee, show an increase of only 4,665 tons for May.

In the lighter lines the mills continue exceedingly busy. The demand for sheets, tubes and wire products continues good. One order for 25 to 35 miles of 16-inch pipe was placed this week.

THE OUTLOOK FOR TIN.

An English report on the tin market says that largely in consequence of the big Straits shipments the visible supply has increased 1,561 tons in May, which is a good deal even for a Banca month, and brings the deficiency against last year to only about 700 tons. During the first five months 1906, Straits shipments have been about 1,350 tons larger, and total deliveries about 1,100 tons smaller than last year, the latter no doubt being partly affected by larger receipts of other tin, which goes direct to consumption and is not included in statistics.

During the time of excitement many American and European buyers have covered their requirements for some time ahead. We are now entering the dull consumption season, and with the larger quantities forthcoming, stimulated by high prices, a scarcity is much less to be apprehended than a little while ago. Considerable speculative interest is still engaged in this metal, and although holdings are not concentrated as they were recently, attempts may be made to rush prices whenever an opportunity offers, whilst on the other hand the existence of a widespread bull account also implies a good deal of danger to the market. It is not generally expected that consumption will materially suffer through the tinned provision scare due to the Chicago disclosures.

British Columbia Trade News

Vancouver, B.C., June 8, 1906.

British Columbia may look forward to the development of the pulp industry in extensive proportions shortly, the news having been received from London of the successful flotation of the company which is to take over the Quatsino Sound Pulp Co's holdings on the northwest coast of Vancouver Island. The Oriental Pulp Co., which has its limits on the mainland some distance further north, is also getting in shape for rapid construction of a mill. Both propositions are to be for making sulphite pulp. The enormous spruce timber areas of the northern coast districts of the province have long been looked on as the next source of supply for pulp, and with the extension of shipping facilities the field is opening rapidly for the disposal of the product on a large scale.

* * *

Persistent rumors of a third American railway seeking entrance into Vancouver are afloat. Surveys along the Fraser River in the vicinity of the city, purchases on option of land and of city lots to give entrance, have been announced as colorable evidence of something doing. The statement has been made that the Chicago, Milwaukee & St. Paul is seeking to extend its western lines and that it includes Vancouver in the plans.

* * *

James J. Hill's railway plans, as they affect B. C., still arouse great interest. The final surveys for the terminals on Burrard Inlet, Vancouver's deep water harbor, have been in hand for some time, slight changes being made from original intentions. The Great Northern's chief engineer from Seattle has been in charge of the recent operations which have been made in the east end of the city, looking to bringing the line, as it comes from New Westminster now, in a more northeasterly direction for the last mile or so. The present point at which terminals have been established in the heart of the city is altogether inadequate for a terminal, to say nothing of the fact that it does not give direct access to the deep water harbor. To come into Vancouver at all, a railway must have the trans-Pacific freight carrying in view. The Great Northern now owns a good water front location to which its surveys are being directed.

The alteration in the present line from Blaine, at the international boundary line, to Cloverdale, by building a connection from Cloverdale to Sumas instead is under way. When that is completed, the Northern Pacific trains, now running into the city over the C.P.R.'s line from Sumas via Mission Junction, will come over the Fraser River bridge at New Westminster.

The surveys for the V., V. & E. over the Hope mountain range from the Similkameen Valley into the Fraser at Hope, are now all complete and as the V., V. & E. (which is Great Northern) is being rapidly completed into the Similkameen from Midway, the announcement recently made by Mr. Hill in Ottawa that the Fraser Valley portion of the line would be constructed at once connecting Vancouver with the interior, can easily be carried into effect this season. Officials say that work is to be pushed right along after the Cloverdale-Sumas connection is finished.

* * *

The works of the Vancouver Fire Clay Co. at Matsqui, on the south side of the Fraser River, near Mission, have been completed so far that they will be put in operation at once. The production of fire brick, fire clay, sewer pipe, farm drain tile, etc., will be included in the enterprise. All local capital and local parties are interested in the project and as the very best quality of rock deposits has been secured in large quantities a permanent industry of great value is assured.

* * *

The plant of the Hall Mines Smelter at Nelson has been greatly increased and improved, and further extensions are contemplated. Recent increases in the market value of silver and lead have urged on the construction, which the growth and prosperity of the mining industry in the Nelson district has been making necessary for some time. The improvements include two additional furnaces with joint capacity for 200 tons lead ore daily; one new Heberlein roaster, now being constructed, six Heberlein convertors and an ore crusher and sampling mill. Another Heberlein roaster and six more convertors are projected. Various other improvements and additions have been made, the total expenditure on the plant being about $100,000 when construction is complete.

KEEP ON GROWING.

Keep on growing. Never be satisfied, because once you are satisfied, endeavor will cease and the first thing you know you will be on the retrograde.

It does not pay to be satisfied. This is the age when the hustler wins trade, and, if he is a man who keeps his word, he will hold that which he gathers in.

Do not let up; plan ahead and continue efforts to improve.—The Hardware Trade.

Hardware and Metal Conditions in Manitoba.

Market quotations corrected by telegraph up to 12 a.m. Friday, June 15, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Wholesale hardware business continues very active. Staple lines are pretty firmly held at present prices and there are no notable changes of importance.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE—Retail competition is still reported as being very keen. Jobbing prices are steady. We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—Revised list and discounts are now as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅝ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ½, $7.20; ⅝, $4.60; ¾, $4.30; ⅞, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—The list on "Irwin" auger bits is now the same as on common bits. Discount on "Irwin" is 47½ per cent., and on the common bits 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES — The price is now 1¾c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 p.c.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 25c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Price has been reduced ½c. per lb. Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC. — We quote as follows: Cartridges, Dominion R.F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33⅓; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.00; chilled, $7.50; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—We quote: Bar iron (basis), $2.70; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—As noted last week the price has been advanced to $5.25 per cwt. with a reduction of 25c. per cwt. for ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are steady. We quote: Silver Star, per gal., 21½c.; Sunlight, 22½c.; Eocene, 24½c.; Pennoline, 25½c.; Crystal Spray, 24½c.; Silver Light, 22½c.; Gasoline, 70-72 (engine), 25½c.; in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE Quotations are: While lead, pure, $6.75; bladder putty, in bbls., 2½c.; in kegs, 3¾c.; turpentine, pure, in barrels, $1.07;

less than barrel lots, $1.12; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote : 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75;91 to 95, $17.30.

Nova Scotia Trade News.

Halifax, N.S., June 12.

The hardware trade is in a very healthy condition. The travelers who are on the road are sending in good orders, particularly from the big mining centres, where there is unusual activity this season. Building is brisk, not only in the city but throughout the province, and as a result there is a good demand for supplies. The city council of Halifax evidently think that the establishment of a lead reducing works here will be a good thing for the city, as they have offered the Brandram-Henderson Company a bonus of $10,000 a year for a period of ten years, free taxation for a like period, and low water rates as an inducement to the company to locate their works in Halifax. The Mr. Brandram referred to is a member of the big British white lead manufacturing firm, and Mr. Henderson is of the firm of Henderson & Potts, paint manufacturers, of Halifax and Montreal. Mr. Henderson has just returned from England, where he completed the formation of the company, which is capitalized at $750,000. The company will erect a brick factory at a cost of $130,000, the site for which has already been bonded, they will employ about 75 hands and pay out annually for wages, $50,000. It is also stated that Henderson & Potts propose at an early date to enlarge their paint works.

Brandram's BB white lead is quoted here at $7.50 for 25, 50 and 100-lb. irons. Canadian white lead is $6.50 for 25 and 50-lb. irons. Sheet lead is $5.75 for rolls and $6.25 for smaller quantities. There is a good sale for poultry netting. Prices quoted here are : 50 yard, 2 in. mesh, 19 gauge, 30 in. wide, $1.85 ; 36 in., $2.20 ; 48 in., $2.95 ; 60 in., $3.70 ; 72 in., $4.40. Wire fencing is also finding good sale at about $2.65 for both barbed and plain. Wire window screens and doors are also in good de-

RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

MUNRO WIRE WORKS, Limited

NEW GLASGOW, N.S., AND WINNIPEG, MAN.

E-Z FLOOR STAIN

BEAUTIFIES YOUR FLOORS AND MAKES OLD FURNITURE NEW

EASY TO APPLY. QUICK TO DRY.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON WINNIPEG

We Manufacture in Winnipeg :

Metal Shingles, Sidings and Ceilings, Corrugated and Plain Round Conductor and Eavetroughs in 10 ft. lengths, Metal Windows, Cornices, Skylights.

WINNIPEG CEILING & ROOFING CO., - - Foot Scott St., Fort Rouge

TELEPHONE 2845

PILKINGTON BROS., LIMITED

(WORKS : ST. HELENS, ENGLAND)

BRITISH PLATE AND WINDOW GLASS

ALSO

Wired Rolled — Wired Polished Plate — Prismatic Glass

Figured, Rolled and Cathedral — Rolled Glass

Muffled, Obscured and Enamelled Glass — Plain and Bevelled Mirrors, etc.

Prices on application. FULL STOCK IN OUR WINNIPEG WAREHOUSE.

OFFICE AND WAREHOUSE: 157 MARKET ST., - - - WINNIPEG, MAN.

P.O. Box 164. Telephone 3271.

Also Montreal, Toronto and Vancouver



Metal Shingles Are Sure Sellers

Wood is too friendly with fire to be on the roofs of houses. Consequently

METAL SHINGLES

are in great demand. Besides resisting fire, they are rain-proof, snow-proof, lightning-proof.

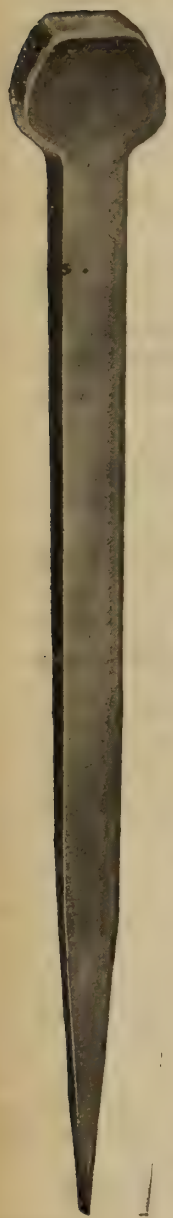
A man in your town, say, is building a house. What is to hinder you getting after a Metal Shingle order ? Give the owner the insurance argument, the "fifty-years wear" argument. If he says to see the contractor, give that gentleman the "future" argument—That if he recommends wood shingles and trouble asises (as it is sure to) he will reduce his chances for getting contracts.

ASK US TO SEND YOU PRICES

METAL SHINGLE & SIDING CO., Limited

PRESTON, ONTARIO

No Horse Nails in the World



are made of better material than is used for the "C" brand. It is a special quality of Swedish Charcoal Steel Nail Rods, which have the highest tensile strength combined with great toughness. This is demonstrated by the average of several tests which shows that the test piece of these rods will stretch over one-third of its length, and require a force equal to 55,000 pounds per square inch before breaking.

No Horse Nails in the World

have ever, or do now excel the "C" brand in any test of quality impartially and scientifically applied. We challenge comparison with the product of any maker in the wide world.

No Horse Nails in the World

will drive easier or make better clinches, or hold the shoes on longer. They are of the right temper, which, combined with the fine hardened bevel points, penetrate the hardest hoofs easily. You will never bend or buckle a "C" nail in driving, or find split or crooked nails.

No Horse Nails in the World

can offer you forty years continuous manufacturing experience in producing by Canadian labour for Canadian requirements except the makers of the "C" brand.

No Horse Nails in the World

are better entitled to your preference for reasons of quality and fair price. They may be obtained on order from all the leading Hardware Merchants in Canada. If not obtainable through them, we shall supply you direct. Samples and quotations furnished on application.

Canada Horse Nail Company

MONTREAL

ESTABLISHED 1865

mand, the prices varying according to the quality of the wood frames. The sale of paints and oils is quite heavy, also brushes. Nails and spikes are selling freely, the previous quotations being unchanged. The hay crop throughout the province gives promise of being quite large, and there is a steady demand for scythes, forks, etc. Other articles which are selling now are hammocks, locks and chains used principally for boats, ring bolts and row locks.

* * *

The scarcity of labor is beginning to be a serious problem with the big coal and steel companies of Cape Breton, and if the conditions in this regard do not improve very shortly the loss of thousands of dollars in reduced outputs is bound to be the result.

At present the Dominion Iron & Steel Company are suffering from a shortage of labor at their iron ore quarries at Wabana, Newfoundland, and the output is not by any means sufficient to keep the three steamers which the company chartered for the Summer, to carry the product to Sydney, going regularly.

Indeed, only last week the company made an effort to have the Dominion Coal Company take the steamer Tricolor off their hands for a month at least, an offer which had to be refused owing to the company's output at Sydney being curtailed for the want of labor in the mines. A big advance in wages to laboring men, who are now receiving $1.40 per day at the steel plant, and $1.50 in the mines, is predicted shortly when the conditions are likely to improve. A Sydney contractor who lately secured a sewer contract from the city is offering as high as $1.75 per day for laboring men.

* * *

Mr. F. J. Cragg, of F. J. Cragg & Co., retail hardware dealers, has just returned from New Haven, Conn., where he was a delegate to the Knights of Columbus convention.

* * *

Percy C. Owen, who was employed with the Rogers Hardware Co., Limited, of Charlottetown, has gone to Lacombe, Alberta, where he purposes taking up his residence.

LARGE RADIATOR ORDER.

What is perhaps the largest radiator order for installation and shipment at once ever given in the Province of Quebec was last week awarded the Montreal branch of the Dominion Radiator Company. The radiation is for the immense building of the Sisters of the Congregation of Notre Dame, corner Sherbrooke and Atwater avenue.

COLD AIR PIPED FROM WELLS.

Cold air for keeping the houses cool and preserving butter, eggs, meat, etc., is supplied by the wells at Thompson Falls, Mont. The wells are about 60 feet deep and are fed through a gravel formation by the mountain streams. A current of cold air rises from them continually. To use the air the wells are closely covered and tapped with large pipes a few feet below the ground; by this means a temperature of 55 degrees is maintained in public buildings and dwelling houses. For cold storage purposes a house is built directly over the well.

THE TRAVELER'S LETTER.

The hotel 'bus from the midnight train
Brought only one passenger through the rain ;
A commercial tourist weary and sad,
For trade had been dull and collections bad.

Not a single order was on his book ;
The disgust he felt was shown in his look.
With a careless hand he wrote his name
On the page of a book unknown to fame.

The drowsy night clerk all signatures scanned,
Then a letter placed in the drummer's hand ;
See how he starts, what a smile of delight
Comes over his face at the welcome sight.

Open the envelope is quickly torn,
And over his face so weary and worn
Now flits like sunbeams after a storm
Smiles of joy as the message takes form.

Thus clouds of despair that will often appear
To the traveling man sometimes in the year,
Are quickly dispelled by such simple means
As one friendly letter—how queer it seems.

So wives, sweethearts, brothers and chums,
If you know where we'll be when Sunday comes,
Write us if your time will permit,
Draw on us at sight and our thanks we'll remit.

KEEPING UP THE PRESTIGE OF THE CLERK.

The light in which the clerk stands in the eyes of the customers is a matter which is deserving of very careful attention by every retail merchant. The customers should be brought to realize that they can get just as good treatment and just as low prices when buying goods from any one of the clerks as they can when buying from the proprietor himself. The mistake is often made by the average retail merchant of cutting the price on goods after the clerk has been unable to make the sale.

A Retailer's Experience.

A large retail merchant has given expression to the following sentiments on this subject, which are well worth the consideration of our retail readers. He says:

"I never will belittle my clerks by cutting the price after they have quoted a price to a customer and been unable to sell him goods. I have an understanding with everyone of my employes that when he gets to the place that it is impossible to persuade the customer into paying the price asked, that he shall come to me. If I think that we can go lower on the goods, I go down with the clerk to the customer and try to sell him at the price quoted by the clerk. If that fails to effect the sale, I appeal to the clerk and say, 'Do you think that we can cut the price any lower than that?' In my private conversation with this clerk, we have decided whether the price shall be cut or not, and when the above question is put to him he will say, 'Yes, I think we can shade that a little, as we have a pretty good stock on hand of that article,' and I then say, 'All right, go ahead and make the price which you think best.'

Improves Value of the Clerk.

"In this way the customer is brought to believe that the clerk has the privilege of making just as low a price as the proprietor, and the next time he comes in he does not ask for me in the belief that I can make him a lower price, as would have been the case had I cut the price in the first place myself. I have followed this plan now for the past five years, and I know that my clerks appreciate this kind of treatment. I think that my clerks will average up as loyal and as competent as any similar number of clerks to be found in a store anywhere, and it is a great satisfaction to me to know that any one of these clerks is competent to handle any customer who may come into the store.

Keep the Clerks' Interest Up.

"I have known retailers who endeavor to keep their clerks in the background, and do not believe in letting them use their own discretion in the matter of sales, and in such cases the clerk will always continue to feel that he is nothing more than an employe and has no interest in increasing the business, while with the plan which I have followed my clerks have all begun to show a genuine interest in the store's affairs, and it is a pleasure to have a business transacted upon that basis."



FOUNDRY AND METAL INDUSTRIES

The Brantford Screw Works have decided to remain in that city and will erect a large plant on a new site.

Victoria, B.C., fire department is considering a proposal to equip its fire engines with electric motors.

The Dominion Steel Co. received $674,800 in bounties last year. The Algoma Steel Co. received $404,900 and the Nova Scotia Steel Co., $125,768.

Woodstock council and board of trade sent a committee to Detroit to examine an iron working industry that desires establishing a Canadian branch. They reported favorably.

The coal and steel companies of Cape Breton are suffering from a scarcity of labor and their output threatens to be materially reduced this year if conditions are not improved.

Fredricton, N.B., council have about decided to purchase a boiler from Robb Co., of Amherst, and a hundred horsepower engine from Goldie & McCulloch, of Galt, for their lighting plant.

The output of the collieries of the Nova Scotia Steel & Coal Company for May reached a total of 59,289 tons, an increase over the corresponding month last year of 21,036 tons, and the largest in the history of the company for one month, except November, 1905.

The Transcontinental Railway Commission has received four tenders for 65,000 tons of steel rails. Two tenders were from the Canadian plants at Sydney and the Soo, one was American and the fourth English. It is likely the contract will be divided between the Canadians.

The Rheaume Foundry Company have been incorporated under Dominion charter with a capital stock of $49,000, for the purpose of carrying on the business of founders in all metals. The provisional directors are Jeremie Rheaume, J. L. Rheaume, Valere Rheaume, Donatien Rheaume, and A. L. Rinfret, with chief place of business at Montreal.

The A. R. Williams Co., Toronto, are looking for a site for a branch warehouse at Vancouver. The A. R. Williams Co. was started when Mr. Williams retired from the firm of Thompson & Williams, farm implement and threshing machine manufacturers, Stratford, Ont., and has since absorbed the Soho Machine Works, the Brantford Hollinrake Co., and the London Tool Works, besides smaller concerns.

Mr. Plummer's view that the Canadian market will not be able to take all the rails manufactured does not exactly agree with the more optimistic ideas held in other quarters. A man who is in close touch with steel rail conditions in Canada expressed the opinion that if the Sydney and Soo plants turned out 400,000 tons a year Canada would be able to take the whole business for at least three years to come. At the same time, if the Dominion Steel people find a foreign market it will be a good thing. The plant is in an ideal position, geographically, for export trade.

Says the Little Paint Man:



"Finished floors and rugs in the home have largely replaced carpets within the past few years, and are today more popular than ever. They're cleaner, more sanitary, look better and wear longer than carpets."

The dealer who is wide-awake to this fact can build up a profitable trade with

SHERWIN-WILLIAMS
MODERN METHOD FLOOR FINISHES

The line is most complete, and has a treatment for every kind of floor and style of finish. Each is expressly made for its purpose—as good as can be made—and gives best possible results. The line includes:

For Painted Finish
Inside Floors—*THE S-W. INSIDE FLOOR PAINT.*
Porch Floors—*THE S-W. PORCH FLOOR PAINT.*
For Varnished Finish
Natural—*MAR-NOT,* A Durable Floor Varnish.
Stained—*FLOORLAC,* stain and varnish combined.
Also *FLOORLAC,* Clear.
For Waxed Finish
THE S-W. FLOOR WAX.
For Unsightly Cracks in Old Floors
THE S-W. CRACK AND SEAM FILLER.

Write us today for full information. Our selling and advertising helps to the dealer are unexcelled.

THE SHERWIN-WILLIAMS CO., PAINT AND VARNISH MAKERS
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.

1623

L. L. ANTHES ELECTED.

The annual joint convention of the American Foundrymen's Association and the Associated Foundry Foremen was held at Cleveland last week. Wm. H. McFadden, of Pittsburg, was elected president of the Foundrymen's Association, and L. L. Anthes, of Toronto, one of eight vice-presidents. The foundry supply manufacturers and dealers formed a permanent organization to be known as the American Foundrymen's Supply Association. S. T. Johnson, of Chicago, was chosen president.

STEEL SQUARES.

Silas Howes, a blacksmith of South Shaftsbury, Vermont, invented and patented the steel squares which are now commonly used by carpenters. The first ones he made in 1813, and they were fashioned by welding together at right angles pieces of worn-out saws on which he marked off the inches. They sold readily at $5 and $6 each, notwithstanding it was just after the war of 1812, when money was scarce. Howes became a millionaire from his sales of this simple device and did a great deal of good with his wealth. Squares are still made on the spot where the first one was made more than ninety years ago.

Two furnaces having a joint capacity of 200 tons of lead daily have been installed at the Hall mines, Nelson, B.C.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

FIRE BRICK
GANISTER
CHEMICALS, &c.

All goods formerly sold by Copland & Company of Montreal

A. C. LESLIE & CO.
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

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NEW YORK CITY

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LIMITED
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Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
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or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

CANADA SMELTING CO.
Limited

STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

"PERFECT" GALVANIZED SHEETS
Is a Synonym for
GILBERTSON'S
COMET
Brand

Flat, well selected, soft and smooth, easy to work up The price—Less than other high-grade brands Get the prices.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

HARDWAREMEN AND PAINTS.

Every hardwaremen should handle paint for the simple reason that paint in reality is a part of the business. Anything that can be classed in with builders' supplies belongs to the hardware store, and all kinds of paint products come under that head.

Paint is bought and used by contractors and carpenters. They influence the sale of a great deal of paint, and the hardware merchant usually knows when an old house is going to be repaired or a new house going to be built. This information can be of value to him in selling a bill of paint. In these days of strenuous competition everything must be made to count. If the paint business is handled correctly it will afford the merchant a satisfactory profit; but that is not all.

A man may sell a bill of hardware or a stove without making much noise, but when he sells a bill of paint he cannot help making noise, and if he is handling a good paint, that will give his customer satisfaction, this bill of paint will be a standing advertisement in his locality. Every neighbor will see it, notice it and will be almost certain to ask the buyer what kind of paint he used on his house and where it was bought. It is well worth the hardware merchant's while to sell paint, if only for the advertising he will get from it.

Mixed paint to be good must be just as pure and just as honestly made as hand mixed lead and oil. It should be composed of lead, zinc, linseed oil, a little turpentine and dryer and the necessary coloring pigments to make the different shades, and in order to successfully displace hand mixed white lead you must give your customer a paint that is just as pure, just as honestly made, and superior in other respects.

It is not enough to have the manufacturer agree to sell no one else direct; he should make provision to see that none of his goods reach your community through any mail order or catalogue house, or through any other source, for if you work hard to build up a business on the line you control you ought to spare no pains to safeguard your interests and keep that line out of the hand of everyone else.

To sum the whole matter up, we have the following:

1. It is to the interest of every hardware merchant to carry paint.
2. He should carry nothing but the best.
3. He should carry a line that is effectively advertised.
4. He should have the exclusive sale of the full line manufactured by the firm he does business with.

THE USE OF RUBBER IN PAINTS.

Raw rubber is used in the paint trade in the preparation of cetrain materials of a special nature, such as damp-resisting preparation and paints used for certain protective purposes, says a writer in the Oil and Colorman's Journal. Much of the utility of these products depends on the retention by the rubber after solution of those unique properties on account of which it is used and experience has shown that the quality of the rubber exerts no inconsiderable influence on the elasticity and durability of the paint.

The question of the so-called solution of rubber in solvents is one on which those who have studied the subject are not quite agreed, although the weight of available evidence tends to support the view that the rubber does not "dissolve" according to the current acceptation of the term, but that the particles become swelled or jellified and so "extended" throughout the mass. The mass would therefore be in a sort of colloidal condition.

Be this as it may, the fact has been established that of late years different samples of nominally pure rubber yield entirely different results after treatment with solvents, and recent investigation has suggested a probable reason for this It is reported from the Para Botanic Gardens that a latex obtained from a tree entirely different from the "Heveas" (or true rubber tree) has been used to adulterate rubber and even to replace it altogether. Competent experts believe that this substitute is less elastic than the genuine article, and it is probable that it differs from the latter in other important properties. The increased demand for rubber on account of its numerous commercial applications has led to this adulteration or substitution, added to which is the important fact that the tree (of the Sapium species) which produces the substitute is more plentiful than the "Heveas," and is reproduced more rapidly.

BUG DEATH.

Bug Death is a new preparation for the destruction of potato bugs. It is a non-poisonous powder, containing no Paris green or arsenic and is not only destructive to all insect life, but is said to be a fertilizer which infuses life into the vines, thus increasing their productiveness.



"Say! that Elastilite of yours is great varnish, painters in our town will have nothing else."

The above is what a prominent hardware merchant told us in our office last week when placing a rush order for a further supply. If you haven't got the painters' trade in your town, try them on Elastilite. Send us the names of your painters and we will submit through you free samples for test.

Manufactured only by

The Imperial Varnish & Color Co.
LIMITED

TORONTO, ONTARIO, CANADA

See To It That The Order is Sent

There's the line that almost every dealer sells—

GOLDEN OAK TURPENTINE STAIN

Ever hear a word said against it? Guess not! The largest manufacturers of furniture in this country call for "Golden Oak."
Why don't you go after some of this business? The prices lean in your favor.
NOTE:—We make a GOLDEN OAK WOOD FILLER. The correct thing for this stain. OUR CATALOGUE IS "NEWSY."

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

AN AID TO CLEANLINESS

Kitchen floors are hard to keep clean when covered with the ordinary **floor paints,** which accumulate dirt, and rub off when washed.

JAMIESON'S Floor Enamels

dry very hard, in a short time, and leave a gloss which prevents the collection of dirt. They wear like iron, and are not affected by washing.

These are sure business-getters. Made in all the popular colors

BY

R. C. JAMIESON & CO.
LIMITED
MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

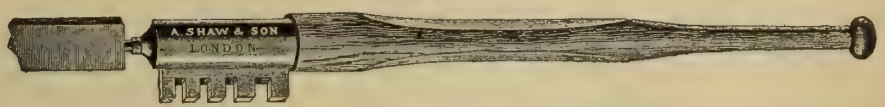
Raw Linseed
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Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
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HOMER TAYLOR,
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FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent

GODFREY S. PELTON
201 & 202 CORISTINE BUILDING, MONTREAL

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade

GLAZIERS' DIAMONDS



IN ALL PATTERNS.

Made only by thoroughly experienced workmen. 10 years as cutter and 16 years as chooser and setter being the experience of our head setter.

Canadian Agent, J. B GIBSONE, P.O. Box No. 478, MONTREAL.
From whom users of glaziers' diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

The Goods that Made this Trade Mark Famous



It was not the "ANCHOR" name that first made

ANCHOR LIQUID HOUSE PAINTS

famous. The paints made the **name** famous, because of their remarkable **selling** quality, consequent upon their remarkable **intrinsic** quality.

The only white lead used in them is **BRANDRAM'S B. B. GENUINE**, the world's standard for close on to two centuries. Think of what it means to you to have goods on your shelves backed with a reputation like that!

Are you now handling these paints? If not, let us tell you more about them.

BRANDRAM BROS. & CO. BRANDRAM'S B. B. WHITE LEAD REGISTERED TRADE MARK MANUFACTURERS LONDON ENGLAND

HENDERSON & POTTS LIMITED, HALIFAX, N. S. ST. JOHN, N. B.

HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO., - WINNIPEG

Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 15, 1906.

No price changes are to be reported this week, but general business is exceptionally good. Although this is the season of the year for sorting-up orders, those that are coming in now are sufficiently heavy to show that a large trade has been done by dealers throughout the country.

The demand for paris green is increasing rapidly as the season advances. The supply in first hands is now reported to be limited so that dealers whose orders are not already booked are hastening to get under cover. Prices are maintained as quoted.

Linseed oil is fluctuating slightly almost every day, but the changes are so small that the market may be considered steady. Every drop in price is succeeded by a skirmish on the part of buyers to cover while prices are low, with the result that quotations are forced back to normal.

The white lead situation remains acute. Import orders continue to be large, but local stocks are so limited that some grinders are quoting prices only on application.

TURPENTINE — Single barrels, 87c. per gallon; two barrels or over, 86c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

LINSEED OIL—Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c.

GROUND WHITE LEAD — We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC—Our prices are: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD — Prices are firmly held as follows: Genuine red lead in casks, $5.75; in 100-lb. kegs, $6; in less quantities at the rate of $6.75 per 100 lbs.; No. 1 red lead, casks, $5.50; kegs, $5.75, and smaller quantities, $6.50.

GUM SHELLAC — We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—We quote the following prices, which are subject to withdrawal or change: Barrels, 600 lbs., 19¼c. per lb.; kegs, 250 lbs., 19½c. per lb.; 50-lb. drums, 20c. per lb.; 25-lb. drums, 20½c. per lb.; 1-lb. pkts., 100 lbs. in case, 21c. per lb.; 1-lb. pkts., 50 lbs. in case, 21c. per lb.; ½-lb. pkts., 100 lbs. in case, 23c. per lb.; 1-lb. tins, 100 lbs. in case, 22c. per lb. Terms 2 per cent. 30 days.

GASOLINE—Price has risen of late, and ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at the advanced price of 24c. in bbls.

WINDOW GLASS—We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break, 50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25; second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, June 15, 1906.

There is nothing that might be called a movement in either turpentine or linseed oil this week. If anything turps might be said to be a little easier, but the same prices obtain. Some look for further reductions in the near future but the fact that this season's run is about finished and that large contracts at cur-

THE BEST THAT DEALERS CAN SELL
THE BEST THAT USERS CAN BUY

For particulars see below

TRADE **Rustic** MARK

Creosote Shingle Stains

(Canada's Best)

These stains give perfect satisfaction. They are Permanent, Artistic, Sanitary, Economical. One gal. will stain 300 to 400 ordinary shingles, dipped, or, if brushed on, 150 to 175 sq. ft. Twelve popular shades. Any shade made to order.

THE FINEST WALL FINISH MADE IS

MURESCO

Anybody will tell you that. Millions of pounds are sold each year.

MURESCO can be ***used anywhere.*** Being both sanitary and fireproof it makes the ideal coating.

Can we send you a quantity of ***"The Two"?***

NOTE.—***Don't forget your regular "Ark Brand" Paint orders.***



THE **FRANCIS-FROST CO.** LIMITED

Makers of the Celebrated "Ark Brand" Paints

TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

Ramsay's Creosote Stains

Sometimes you are asked for Creosote Shingle Stains. Are you ready for the trade? Look at our sample slats, and look at our prices.

Ramsay's Creosote Shingle Stains are away below imported goods and away up in quality. This is becoming a popular line. With Ramsay's prices, and Ramsay's quality, popularity will increase. Let us send you our samples and prices. It will mean information and business for you.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

To Get Them
Is To Get The
Trade That First-Class Articles
Usually Secure

You understand that

Brant-Lac

is a varnish wood stain that performs wonders on old furniture, floors, woodwork, etc. It is put up in 10 different colors, and with each shipment there goes a hanger showing the different shades.

Brantine Oil Finish

while being an excellent interior wood finish, can be put to any use, thus obviating the necessity of a dealer carrying a lot of lines.

Turpentine Shellac

is a first-coater that users say is unbeatable. The demand for it is continuous.

Order the trio

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.

ALL PAINT OF MERIT

Must bear a price in proportion to the skill, taste, time and expense attending its manufacture. The Colors, Varnishes, Stains and Enamels bearing the label of THE CANADA PAINT COMPANY may cost a fraction more than the ordinary "get-rich-quick" compounds but,

THE VALUE IS THERE!

RUSKIN says:

"A composition for cheapness and not for excellence of workmanship, is the most frequent and certain cause of the rapid decay and entire destruction of arts and manufactures."

POOR PAINT RAPIDLY DISAPPEARS

INSIST upon the Painting Material made by

The Canada Paint Company, Limited

The Largest Color and Varnish Makers in the Dominion.

rent prices have not been accepted would indicate that this is not the case. Turpentine, however, is speculative, and controlled largely by trusts, so that outside of general conditions of weather, demand, etc., it is difficult to accurately forecast for any length of time.

There is not much of a demand for paris green in Ontario. As a pigment it is scarcely used at all, and the potato bugs have not increased in their wonted proportions so far. Jobbers are satisfied, however, that this is the case, for supplies are light.

There is no complaint as to the volume of business being done. Everyone is satisfied in that respect, but the scarcity and high price of white lead still stirs up feeling against the conditions that have made it so.

TURPENTINE—Single barrels 90c., 2 to 4 barrels 89c., f.o.b. point of shipment, net 30 days. Less than barrels. 95c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS— Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL— English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.38; Pennsylvania, $1.64; Ohio, 98c.

WHITE LEAD— Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., —$5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons. 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN— Canadian Government standard, 600-lb. barrels, 19 1-4c.; 20c.; 25-lb. drums, 20 1-2c.; 1lb. packages, 21c.; 1-2 lb. packages, 23c.

SHELLAC VARNISH— Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange), $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 55c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 58c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

PRECAUTIONS FOR USERS OF JAPAN LAC.

According to Tschirch and Stevens, the poisonous constituent of Japan lac is not a volatile substance, as hitherto supposed, but is difficult to remove from any parts of the body with which it may come in contact, though it smears easily from one place to another. The poisonous substance is soluble in petroleum spirit, and the solution retains its dangerous properties for a practically indefinite period. The poison acts even in minute quantities, and is difficult to eradicate from the hands and clothes, washing with soap and water being ineffectual. This is shown by the fact that if the hands are afterwards dipped in dilute caustic soda, a number of black spots and streaks will appear. Better results are obtained by cleansing the hands with a mixture of dry soap, pumice and soda, followed by soap and sand. All workers with Japan lac should either protect the hands by gloves, or wash them, as directed above, after using, and be careful to keep the hands out of contact with any other part of the body. One of the authors became seriously ill through neglecting this last precaution, mere traces of the poison being sufficient to set up violent inflammation.

NEW WAY OF MAKING GLASS.

Another new process of plate glass making is said to have been discovered in Belgium. M. Fourcault is the inventor. The new process draws the molten glass from pots and conducts it between a series of rollers, the last set leaving it polished and bright. The present way is to first blow the molten substance into cylinders and then flatten it for window glass, and for plate glass it is cast from pots and then rolled. If the new method is successful it will revolutionize the glass industry.

THE HAMMER GAVE OUT.

Not long ago an old gentleman brought a nail hammer to the office of a hammer manufacturer and said he was a carpenter, had just broken a piece from the face of his hammer, and asked if it was not defective. The manufacturer knew by the shape that it was very old, which was verified by the carpenter's admission that he had used the hammer continually for thirty years. He got a new one, not because the old hammer had not done its work well, but for the "cheek," which was certainly "well hardened."

TURNED
p 4-
Book
og 44



NO MATTER WHERE YOU PUT IT

the Martin-Senour Paint gives satisfaction. That's why it makes friends wherever it goes. It's quality that does it—quality that can be depended upon—a real intrinsic value that makes every can bearing the Martin-Senour 100% Pure brand a guaranteed A No. 1 article. Pure White Lead, Zinc and Linseed Oil make a paint to be proud of and a red hot seller.

Mr. Dealer:

you can't afford not to handle the Martin-Senour Paint. It's too good a proposition to pass by. Let us tell you about our money-making proposition and show you how you can secure the same benefits which the Martin-Senour Paint is bringing to hundreds of others. Write us to-day.

THE MARTIN-SENOUR CO.
CHICAGO AND MONTREAL

The Winnipeg Paint & Glass Co., Limited
WINNIPEG

The Maritime Paint & Varnish Co., Limited
HALIFAX, N.S.

TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

BERRY BROTHERS, Limited

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

George Green will build a sawmill at Carleton, N.B.

Rosthern, Sask., will install an acetylene gas plant.

J. A. Humble will build a saw mill at Cross Creek, N.B.

The Jones Co., manufacturers of office fittings. Toronto, purpose starting a branch factory in Winnipeg.

A. J. Mulvey, of Stillwater, Minn., is at the head of a company who will build sawmills near the G.T.P. terminus.

J. P. McArthur, of Winnipeg, has formed a million dollar company to engage in railway contracting business.

The Adams Wagon Works, of Brantford, will increase their factory and plant to handle increasing business.

The Ogilvie Flour Mills Co., will erect a million bushel elevator at Fort William as soon as the old one has been removed.

The Diamond Flint Glass Company are about ready to commence work. About twenty tons of composition will be treated daily, with an output of 1,200 dozen bottles.

American capitalists have been negotiating with Hamilton for some time with a view to establishing a carpet factory there, and it is said arrangements are completed.

Among the new buildings in Montreal on which operations have already begun are the Linton Apartment, the Montreal Light, Heat & Power Co's building, and the new Grand Trunk office building on McGill street. The latter will be a ten storey building covering nearly 10,000 square feet, and it will be constructed so that if the by-law of the City of Montreal limiting the height of buildings is altered at any time, more storeys can be added. The material to be used in the building of the structure will be a granite base with either stone or glazed terra cotta for upper storeys.

Companies Incorporated.

W. E. Dillon Company have been incorporated under Ontario charter with a share capital of $40,000 for the purpose of manufacturing and dealing in sheet metal goods, heating and fireproofing appliances. The provisional directors are W. E. Dillon, Daniel Batiste and Thomas Frampton, with head office at Toronto.

Monteith-Nixon is the name of a company incorporated under Ontario charter with a share capital of $50,000 for the purpose of manufacturing and dealing in windmills, wind-engines, pumps, tanks, etc. The provisional directors are F. W. Monteith, R. B. Nixon, W. S. Monteith, Mary Maud Monteith and Winifred S. Nixon, with head office at Toronto.

BUILDING NOTES.

F. E. Martin, of Winnipeg, will build an $8,000 residence.

Martin Shipley will build a block to cost $25,000 in Winnipeg.

James Burridge, Winnipeg, will erect a $26,000 apartment house.

C. W. N. Kennedy, of Winnipeg, will build a $75,000 business block.

The Modern Laundry, Winnipeg, will add two storeys to cost $25,000.

Halifax School Board have decided to erect a new high school to cost $35,000.

Mrs. Hample, caterer, of Winnipeg, will build a block of stores in Winnipeg.

Middlesex County Council will build a new bridge at Sylvan, Ont., to cost $10,000.

The Acton Publishing Co. will erect a four-storey warehouse in Toronto to cost $12,000.

The Dominion Department of Public Works calls for tenders for a new drill hall at Hamilton.

Chas. Mills, Hamilton, has taken out a permit for the new Gospel Tabernacle. It will cost $30,000.

Quance Bros., Delhi, Ont., ask for tenders for a concrete dam and power house at that place.

Crawford Street Methodist Church, Toronto, has taken out a permit for a $20,000 Sunday school.

The Brandon, Saskatchewan & Hudson Bay Railway will build a new station at Brandon to cost $30,000.

A Jewish synagogue will be erected in Toronto to cost $30,000. S. Freilick is chairman of building committee.

The contract for the new Bank of Montreal building at Quebec has been let to Walter Sharp of that city.

The Gillies hotel syndicate have decided to build a hotel and theatre building in Vancouver, costing $300,000.

Symons & Rae, architects, Toronto, ask for tenders, all trades, for Avenue Road Presbyterian Church, Toronto.

Thos. Ward has the contract to build the French Presbyterian College at Point Aux Trembles, Que. It will cost $50,000.

Raymond & Sons, lime and cement dealers, of Victoria, B.C., have opened up warerooms for the sale of mantels and tiles.

Halifax men have purchased the Dartmouth Electric Light, Heat & Power Company, and will extend and improve its service.

Sir Thomas Shaughnessy has announced that Windsor Station, Montreal, will be increased to four times its present capacity.

The Ontario Public Works Department calls for tenders for additions to the chemical building and the greenhouses at Guelph Agricultural College.

Port Elgin will instal a waterworks system at a cost of $30,000, and have guaranteed a loan of $10,000 to Ste-

RETURNED
JUL 3 - 1906



LOOK FOR THE BRAND

Remember that every box of "M" Horse Nails has the brand, as shown above, stamped on each end.

These nails have been on the market for over 25 years and have stood the test.

They are the most perfect in form and finish.

They drive easily and will hold a shoe until it is worn out.

The safest Nail to use is the "M".

THE MONTREAL ROLLING MILLS CO.



OAK-CABINET

Given away FREE of charge with an order for six half-dozen Pocket Knives as illustrated above.

May be had through all leading wholesale hardware firms.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

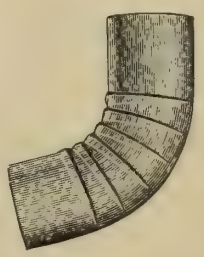
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U. S. A.

phens, Hepner & Co. for additions to their brush factory.

Among recent permits issued in Winnipeg are: Apartment house for Mrs. H. S. Dick, $20,000; Bank of Commerce branch, $5,000; apartment house for Brown & Trenholm, $60,000; residence for T. A. Anderson, $18,000; residence for Marguerite A. Bell, $10,000; residence for F. W. Adams, $10,000; Imperial Bank building, $150,000.

ANOTHER CENTRAL HEATING PLANT.

A row of flats are to be built in Toronto by E. E. Sheppard to affect the old Mexican Mission House style. The buildings will be plain and simple in outline, being built of granolithic concrete. The internal design and plan of rooms are also simple, and economical of space and material, there being no partitions between the rooms in each flat, which will be merely curtained off as were the rooms in the old Mexican dwellings.

The lighting, heating and other arrangements are similar to those in other apartment houses, all coming from a central plant.

THE USE OF CONCRETE.

Practically speaking, Canadians have merely begun to realize the importance of reinforced concrete for construction purposes, and in spite of the amount of literature published on the subject, there are many, even in the building trade, who do not understand its application.

In a recent interview, Henry Holgate, vice-president of the Dominion Engineering & Construction Co., and one of the acknowledged Canadian authorities on the use of concrete, gave some interesting information in this regard, which is herewith repeated:

"The extensive use of reinforced concrete," said he, "is a matter of such recent growth in Canada that it is no wonder that the public has not grasped the full significance of its adoption in important structural enterprises. It is only a question of time, however, when its qualities will be as well known as those of brick or stone, which materials it is fast supplanting for building purposes wherever its advantages are appreciated.

"Concrete is composed of cement, sand and gravel or crushed stone. As cement is easily available, and as sand and gravel abound, it follows that concrete can be advantageously made in any part of the country. As concrete possesses in itself great power to withstand compression stresses, it has proved of tremendous value in building canals, retaining walls, and all manner of construction work where it is not subjected to great tensile stresses. When a structure is designed to meet tensile stresses, like a skyscraper or a large factory, it becomes necessary to use in connection with the concrete some materials capable of taking up this additional burden. Steel does this to the best advantage, and when employed in conjunction with the concrete, furnished the combination known as 'reinforced concrete.'

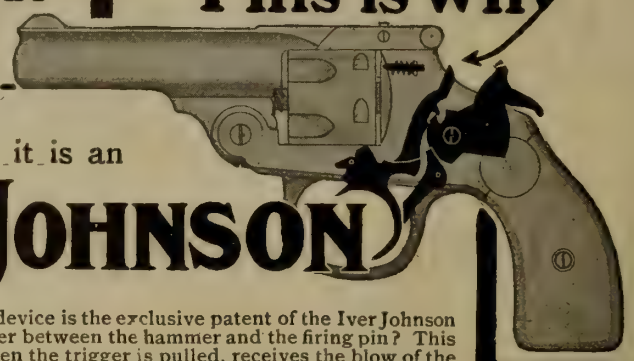
"Concrete alone is cheaper than stone or brick, but steel is extremely expensive, so that the problem confronting the man who designs a structure of reinforced concrete is how to use the minimum of steel and yet get out of it the maximum of strength. He aims to distribute his reinforcing rods in such a way that each will supplement the other and all will supplement the concrete. If he does this successfully he produces a monolithic structure in which every strain and stress, no matter how great, is distributed through and borne by the whole.

"As soon as architects, engineers and contractors began to use reinforced concrete for complicated work, numerous methods of reinforcement were invented. All these methods aim to increase the load-bearing power of the concrete and to insure accuracy of construction, and all have their advocates. It can not be doubted, however, that the best mode of procedure is to design the reinforcement not only so that it will fill its own function efficiently, but so that it will contribute its proper part toward strengthening the structure as a unit.

"It goes without saying that skill and experience in the use of reinforced concrete are requisites without which no successful structure of this kind can be either designed or erected. Not only must the design be without flaw, but the actual construction work must be done under the closest supervision to insure reliability. The reinforced concrete structure once successfully completed will stand practically forever, for the older concrete grows the harder it becomes. One of its most important attributes is its resistance to fire. To all intents it is fireproof. Steel is not, but imbedded in concrete steel is so well protected that the combination, or reinforced concrete, is as fireproof as concrete alone. This was the great lesson taught by the San Francisco disaster and by the Baltimore fire. The fire-resisting quality of concrete carries its own sequel; insurance rates on concrete structures are so low as to be almost negligible. In connection with its use with steel, concrete has another remarkable and unique advantage; it protects the steel absolutely from rust — something that no other material yet discovered has been able to do."

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

P. LYALL & SON'S BIG CONTRACT.

Two of the largest building contracts of the year in Montreal were let during the past week, and both were awarded to the firm of Peter Lyall & Son, in competition with many of the largest contracting firms in Canada and the United States.

Work on one of the structures, the Windsor Hotel Annex, has already begun. The material to be used for the northwest end of the structure will be Montreal limestone. The lower storey of the Cypress and Stanley street ends will be of similar material, and the balance of Scotch fire brick. Peter Lyall & Son have agreed to hand over, completed, the six lower floors by July 1, 1907.

The other large building to be erected by the same firm is the fine new structure of La Patrie. The site chosen is the corner of St. Catherine street and City Hall avenue, this being considered the most desirable location for La Patrie's clientele. Building operations have already begun, and it is expected that it will be ready for occupation early next Winter.

A man's work is his best recommendation.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (a $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE.

HARDWARE, stove and tinware business for sale with set of tinsmiths' tools and locksmiths' outfit. Located between Sherbourne and Parliament—a splendid district. Stock runs about $2,500. Owner must devote his attention to other interests. Will sell in whole or in part. An excellent opportunity to pushing man with small capital. Apply R. Fair, 302 Queen street east, Toronto. [23]

THE largest and best paying hardware business in Western Ontario; stock will inventory $25,000; reasons for selling, owners have other interests. Box 522, HARDWARE AND METAL, Toronto. [26]

SITUATIONS WANTED

A COMPETENT builders' hardware salesman, open for a position 1st June; twenty years experience in Canada and the United States. Box 533, HARDWARE AND METAL, Toronto. [23]

THOROUGHLY energetic and experienced hardware clerk and bookkeeper, reliable, trustworthy. Competent as branch manager, or any position of trust. "Metals," 29½ Ann street, Toronto. (23)

WANTED—A position as hardware clerk by young man; 4 years' experience; A1 reference. Box 534, HARDWARE AND METAL, Toronto. [24]

WANTED—Position by first-class hardwareman; over 10 years' experience in first-class general and builders' hardware; experienced in plan reading in large American city; best references. Box 535, HARDWARE AND METAL, Toronto.

METAL SHELF BOXES

DO you know that your customers are judging your stock by the general appearance of your store? It is absolutety impossible to keep your goods neatly arranged without using some kind of shelf boxes. Our system enables you to keep all goods of one kind together; you always know when your stock is running low, and you never have to tell a customer you are just out of what they want and then find the next day you had plenty in stock. The Bennett Metal Shelf Box has been on the market for years. Some of the best hardware stores in Canada have thrown away their old wooden boxes and put in our up-to-date metal box. Cameron & Campbell, Toronto.

SALESMAN WANTED.

SALESMAN—Strong, active young man, experienced in hardware, stoves and tinware. Must be willing worker and pushing salesman. References; state age and wages. W. A. Hillhouse, Shelburne, Ont. (24)



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.



HERE IT IS!!

The "Sure-Grip" Shingle

Those who are using it, and the number is increasing by leaps and bounds, claim it's the greatest shingle ever made. Of course they know, because they have tried them all.

Fall in line—don't waste time and energy.

Made in three weights of both painted and galvanized material.

The Galt Art Metal Co., Limited

GALT, ONT.

WESTERN AGENTS

The McCLARY MFG. CO.

WINNIPEG & CALGARY

The Best Door Closer Is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St., - BIRMINGHAM



COVERT MFG. CO.,

TROY, N.Y.

DERBY SNAP

With Plated Rust Proof and Guarded Springs

"The Latest and Best."

For Sale by all Jobbers at Manufacturers' Price

Everything for the Painter



THAT'S WHAT *Stephens'* **STANDS FOR**

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS

"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.

Our extensive advertising creates the demand. Will you supply it?

Our guarantee protects dealer and consumer.

We fill rush orders on day received.

Our big Catalogue is free. Write.

G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers — Send for 1906 Catalogue



The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — EASTERN AGENTS

HAMILTON — ONTARIO

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Hardware Dealers and Glass Merchants.



Agents for Canada: **A. Ramsay & Son Company, Montreal**

The Acme of Perfection

in Cement Blocks is only attained by using

" LAFARGE "

(Non-Staining) Portland Cement

LEHIGH

Best Grade American

KEENE'S

Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

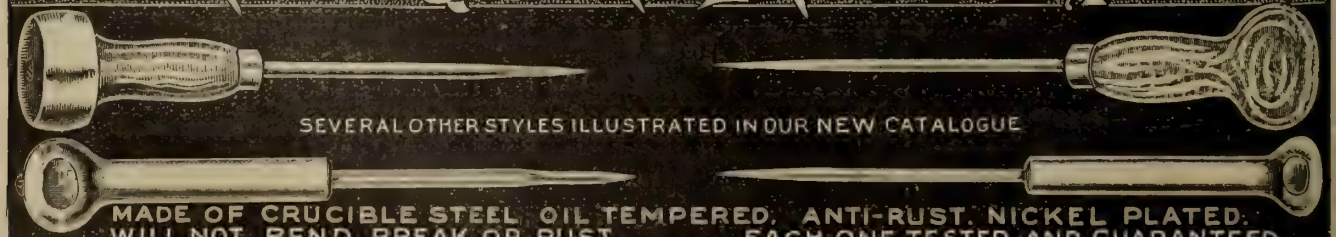
General Contractors' Supplies.

F. HYDE & CO.

31 WELLINGTON ST.

MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL OIL TEMPERED, ANTI-RUST, NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

BUILDING PAPERS FOR ALL PURPOSES

We can give you the best possible value in:

TARRED FELT,
ROOFING PAPERS,
3-PLY READY ROOFING,

COAL TAR and ROOFING PITCH,
P. & B. COLD STORAGE
INSULATING PAPERS

Write us for quotations on these goods. We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, 65 Shannon St., Montreal

OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" — FARLEY WORKS, SHEFFIELD, ENG

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. *ALL MONEYMAKERS.*

MONTREAL OFFICE FOR CANADA, PACKARD BUILDING. TELEPHONE M. 5576



FIRST FLOOR OUTFIT, one of fifty styles.

Underground, overground, first floor, any floor, and cellar tanks, for all kinds of oils, varnishes, and paints, in large or small quanti ties.

THAT'S THE BOWSER

250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

ECONOMY, CONVENIENCE,
CLEANLINESS, LABOR and
SAFETY, TIME SAVED

AND, THEREFORE,

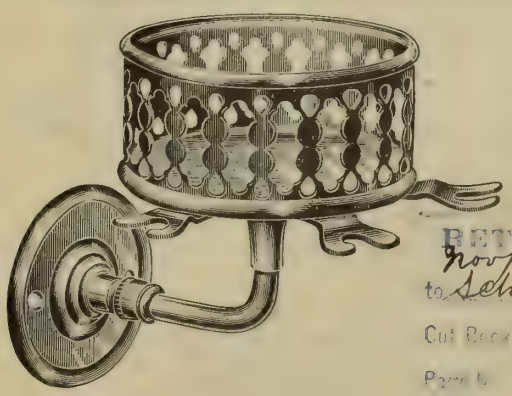
MONEY IN THE DEALER'S POCKET

Catalogue "V" tells how this is accomplished. Send for it to-day.

S. F. Bowser & Co., (Inc.)

FACTORY AND OFFICE:
530 Front St. West - - TORONTO, ONT.

Promptness Means Money



Peculiar trait of ours! Always fill orders when they are called for.

Now, about your case. That cut above is Style No. 305 of our

TUMBLER HOLDERS

Every bathroom needs one. Every bathroom needs our particular one.

Don't attempt to estimate on plumbing contracts unless you count on our fixtures.

Full information for the asking.

THE CARRIAGE MOUNTINGS CO., Limited,

TORONTO, CAN.

THE STANDARD IDEAL SANITARY CO., LIMITED

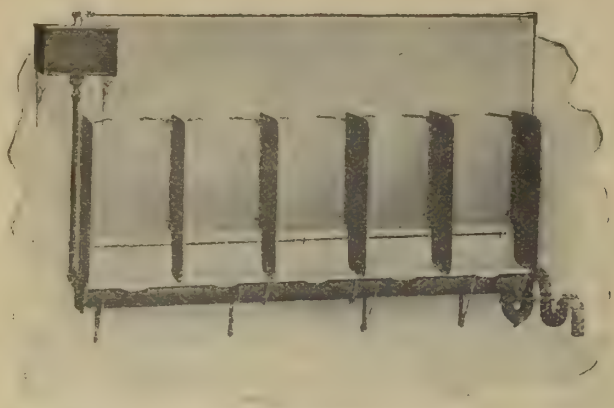


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

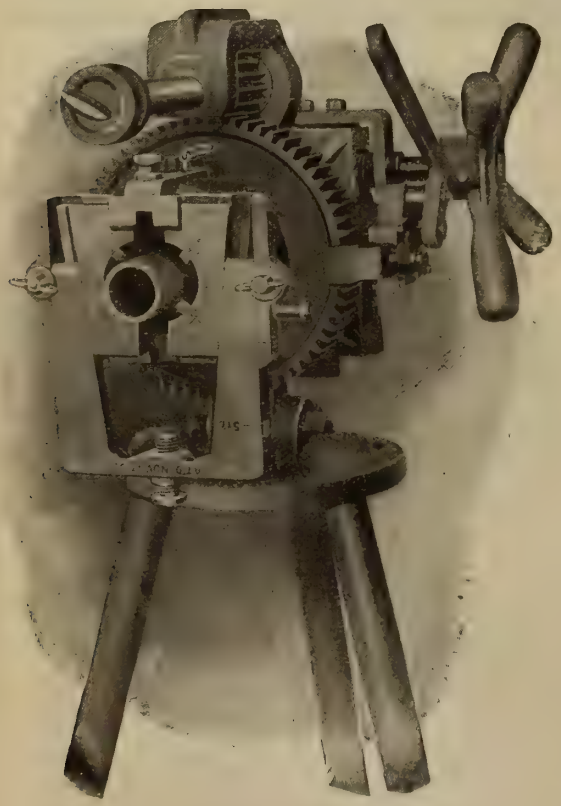
Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***

Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.



This cut represents Solid Adjustable Die Machine, which cuts from 2" to 4".

WRITE FOR BOOKLET.

A STEAMFITTER'S BEST FRIEND

A Bordin Hand Power Die Stock is almost indispensable in an up-to-date shop. Its presence precludes trouble, annoying delays and the extra time and expense of having large pipe cut elsewhere.

Made Either Solid or Adjustable.
Is Accurately Geared.
Mechanism is Perfect.
Easily Operated.
Can be Set Up where Job is Being Done.
No Backing Off to Release Thread.
Die is Reversible to Thread Pipe from Front or Rear of Stock.
Stock is Provided with Pipe-centering Guides.

WE HANDLE A FULL LINE OF STEAMFITTERS' TOOLS
Pipe Vises, Wrenches, Pipe Cutters, Stocks and Dies, Etc.

The **James Morrison Brass Mfg. Co.,** Limited
89-97 West Adelaide St. TORONTO

PLUMBING AND STEAMFITTING

THE MAKING OF VITREOUS EARTHENWARE FIXTURES.*

In the cellar the bin containing the pulverized clay was first examined and the following clays found to be used in the manufacture of the goods: English china and Ball clays, which are imported from England, and the following American products, flint and china from Connecticut, feldspar, and china clays from Florida. Flint does not fuse, and the stone, spar and clay does. The American feldspar melts like glass under fire.

A combination of these clays is used for the body of the fixtures in proportions which are secret and which the manufacturer will not divulge. These clays are taken to a room, closed to the public, where the various proportions of clays are weighed and measured according to the mixture desired to be made, and then are taken to a plunger tank containing a constantly moving arm, which mixes water and clay to the consistency of stiff whitewash, the liquid being constantly kept in motion by machinery. While in this state it is pumped through pipe over twenty wooden sectional molds previously bolted together, and when water has been pressed out the molds are opened and the clay is found to be in each section of the mold in sheets about six feet long, twenty inches wide and about one inch thick. It is then removed from the molds and rolled up like a blanket, taken to a seasoning room, where it is kept for an indefinite period—the longer the better. At this stage the clay is cut with wire (the easiest kind of cutting implement) in large pieces and put into a mill known as a pug mill, which has a number of knives in it, over which water is fed. When the clay comes out in long continuous cylinders it is about six inches in diameter and has all air pressed out. The clay is then cut with wire in suitable lengths for handling and is then ready to be taken to the pressers, who form the various parts of the fixtures. The plaster of paris molds are made from carefully prepared drawings by skilled workmen, who receive good wages. This branch of the work requires competent men and is an expensive part of fixture manufacture, as some of the models cost $75, $100 and $150 for water closets and basins. The siphon jet water closet requires fifteen distinct molds, which when put together form the complete fixture in clay. Workmen are assigned to various parts of the plaster mold to form the parts of the fixture in clay, which is left in the plaster mold to dry over night, when it is taken out of the mold and the workman assembles the parts and joins them together by a small row of wet clay, placed on the edge of each piece desired to join separately with any other part. This joint is pressed as close as possible and smoothed over with water and sponges and the joint finished before any other piece is added. It can be seen this takes considerable time and the workman can only assemble the parts and make three siphon jet closets, or five ordinary closets, and complete them in clay in one day.

In making fixtures the plaster molds are made larger in all its parts to allow for shrinkage; for instance, if a piece is to be eight inches when finished it must be made in a 9-inch mold; while drying and when burning it will shrink to about eight inches.

When the bowl is finished in clay it is taken to a drying room, which is heated to about 100 degrees, and remains there from eight days to two weeks before being placed in what is called the biscuit kiln, where they are placed on a bed of unfusible sand and enclosed separately in a two-part fire clay oval receptacle called a "saggar." The clay of which the "saggars" are made must stand a temperature of 2,500 degrees and must of necessity be made of unfusible clay to stand this heat, as some of them are placed in contact with the heat and fire from the furnace located under the kiln. The heat and flame enters the side of the kiln above the floor through flues in about ten different places. The fixtures are placed in the lower section of the "saggar" on a bed of unfusible sand to prevent the clay or fixture fusing to "saggar," and the upper section of "saggars" is placed on the edge of this lower section upon a bed of clay to form an airtight receptacle. The "saggars" containing the fixtures are then stacked inside of the kiln, which will contain about 420 when filled.

The "saggars" are frequently broken and ruined by the heat and two men are kept constantly employed mixing clay and forming them. They are made of fire clay and grog (broken "saggar" pieces ground fine under mill and mixed with clay and water) and after being formed have to be burned. In stacking a kiln with "saggars" containing the fixtures to be made requires about two and one-half days. The fires are then started and are kept increasing till a temperature of 2,500 degrees is reached, this process taking about fifty hours. An ingenious device is used to tell when the clay of which the fixture is made has been under fire long enough. A flat piece of fire clay has four upright cones inserted in it, each cone fusing at a different temperature, corresponding to and made of the same clays as the fixtures to be burned. Each of the cones is numbered and placed consecutively corresponding to the fixtures of which clays are made. These cones are placed in the kilns opposite peep holes in sides of the kilns, so the action of the heat on them may be observed, for while the temperature it is desired to obtain is 2,500 degrees and the number of hours the kiln is under fire is supposed to be fifty hours, this time often varies and it is necessary to have some safeguard to prevent the ruining of the entire contents of the kiln, and these little cones are for this purpose, for when the right temperature is obtained the upright cones curl over and touch the base of the clay, when it is time to slow down the fires. It is necessary to observe great caution in firing the kilns, for if the temperature is too high all fixtures placed therein made of clay which will fuse at a certain temperature would be ruined if the heat is maintained above the limit allowed for that particular clay.

At the expiration of fifty hours' continuous firing, all openings into the furnace and kiln are carefully closed with clay and allowed to remain in that condition for one and a half days. Then the fires are drawn and doors opened and kiln allowed to cool off for twenty-four hours more. At the end of this time the "saggars" with fixtures therein are removed. The burned fixtures are then assorted and defective ones thrown out, the perfect ones taken to the stamping room, where the name of the manufacturer for whom the goods are made and the title of the fixture is printed on the earthenware by an ingenious method; the color is mixed and heated and the mixture is spread on the die plate containing the names; prepared paper from England is laid over lettering and put under a heavy roller, the names then appear on the paper. This piece of paper is given a size after being cut to the proper shape and pressed on the fixture at the required position, the paper is moistened and removed and the name left on the fixture, similar to the decalcomania.

When the fixtures are stamped with the names they are then taken to the room where the glaze bath is applied. This bath is simply dipping the fixture in the liquid, composed of various clays mixed with water. The clays used to form the glass are spar, flint, china, clay, boric acid, lime and lead. Care has to be taken to see that all portions, inside and outside, are covered with the liquid and properly drained off, otherwise the glaze will be imperfectly applied; the same will be the result if any grease is on the fixture. After this process the fixture is placed in a drying-room for twenty-four hours and then taken to the kilns again and placed in "saggars" and in the kilns and again fired for fifty hours, thus going through the same procedure in glazing as was done in burning the clay into the china.

In visiting potteries which make earthenware fixtures I found the process to be about the same, with the exception that the clays are molded into the fixtures and the glazing mixture put on with a brush, and when dry the completed fixture is then baked, thus doing in one process of baking what it requires two processes for the vitreous ware.

* Report of a visit to a pottery factory at Trenton, N.J., by Henry B. Davis, President of the American Society of Inspectors of Plumbing and Sanitary Engineers.

It will thus be seen that this is a time taking process, requiring much handling and great liability of breakage from handling and from defects in burning, and points out the fact that manufacturers are justified in complaining that insufficient time is allowed them to make and ship this type of plumbing goods.

THE ABUSE OF VALVES.

A large number of valves are returned to the manufacturers in the course of time by purchasers, who claim that the valves are defective in workmanship and not tight, says the Valve World. The manufacturer is not only requested to credit the valves returned, but must bear the expense of taking valves out of lines and putting them back, the carrier's expenses both ways and also the criticism and injury to his reputation.

When the goods claimed defective are received and have been submitted to the most careful examination and tests, it has been found that in ninety-nve cases out of a hundred the valves leak on account of the abuse and carelessness of the parties who installed them.

It is a very easy matter for a practical valve maker or a good steamfitter to determine when and just how a valve has been abused, and if customers would take a little pains to examine leaky valves before returning them, they would find that the valves had been abused by their own men.

Anyone who has done considerable steamfitting work should be able to determine for himself whether a valve had been abused, or would have in his employ someone capable of doing this, and be able to remedy the trouble without annoying the manufacturer with it.

The following are a number of reasons why valves leak after being placed in a pipe line :

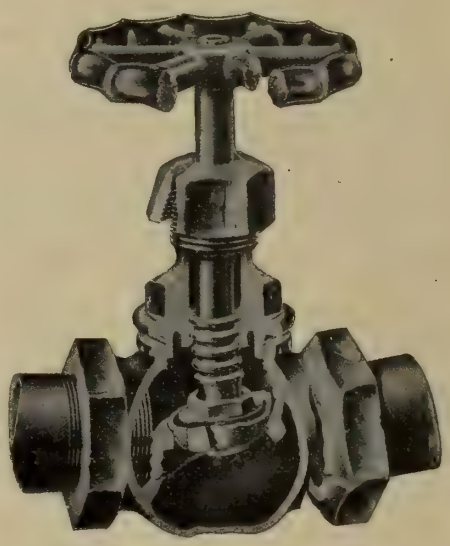
1. We are confident that ninety per cent. of all the trouble with leaky valves arises from the improper use of cement, and from the failure to remove the particles of cement, scale, chips, dirt, etc., that naturally get into the pipe while it is lying around a building and then lodge on the valve seat after steam is turned on. When applying cement, it should be put on the male part only, for if placed on the female part, it goes through the pipe and gets on the valve seat. In any case much more cement is used than is really necessary. If steamfitters would take pains to apply the cement as above directed, and also make sure the pipe is clean by standing it on end and striking it a few times with a hammer, before putting it into place, in order to loosen any scale or dirt that may be inside, an immense amount of trouble would be avoided. As a further precaution, it is well, when a job is started up, to open all the valves throughout the building and blow the steam through them thoroughly. After doing this properly there will be very little material in the pipes to cause trouble. After the job has been run a short time it would be well, as an additional precaution, to clean out all the valves thoroughly.

2. It occasionally happens that threads on pipe are cut longer or smaller than standard, in which case, if the pipe is screwed into the valve, it very likely will run up against the partition and injure it.

3. In the lighter class of valves, one of the common abuses is the application of a pipe wrench on the opposite end of the valve from the end which is being screwed on the pipe. This should never be done, as it invariably springs the valve and of course causes it to leak.

4. If a light valve is put into a vise for the purpose of removing the centrepiece, the valve should certainly be clamped lengthwise. In all cases when removing centrepiece care should be taken to have the disc some distance from the seat, as otherwise the disc will be forced onto the seat and some part of the valve become strained. Never use an old strained monkeywrench on a centrepiece, as such wrench is quite likely to squeeze the corners of centrepiece out of shape. If found impossible to remove the bonnet or centrepiece by ordinary methods, heat the body of the valve just outside the thread with a blowtorch, or any other available means that can be applied to the body and not to the centrepiece. Then tap lightly all around the thread with a soft hammer. This method never fails, as the heat expands the body and breaks the joint made by the litharge or cement.

5. Often when a stuffing-box leaks, a steamfitter will endeavor to stop the leak by straining the stuffing-box with a large wrench, when the difficulty is due to the packing having become worn out and needing to be renewed.



Abuses of Valves Illustrated.

6. It sometimes happens that when a valve is to be used on a header, the steamfitter will start out with a long piece of pipe that is unsupported, and, through carelessness, will allow the strain of the pipe to come on the valve, thereby springing it.

7. Serious trouble is also likely to occur in a pipe line where light valves are used through the fitter not making proper allowance for expansion and contraction and allowing the strain to be thrown on the valves. The pipe and fittings are much more rigid and stiff than the lighter brass valves, and in consequence the expansion strains will relieve themselves at the weakest point, unless otherwise provided for. A very good example of this is illustrated in most high buildings heated by steam, where it is difficult to take care of the expansion. The steamfitter will branch out of his riser with a feed pipe to radiator. The radiator will have high legs and the air valve end usually stands close to the riser. He runs this branch (from three to six feet in length) underneath the radiator to the front end, and usually connects same to the radiator valve by a short nipple. This cross piece or branch under the radiator is supposed to take up the expansion and contraction of the riser, which may expand from one-half inch to one and one-half inches. He does not appreciate the fact that the ordinary light angle radiator valve is the most flexible of all the connections and will spring or distort itself before anything else in the branch. He makes his radiator valve serve as a swing joint and universal connection, yet wonders why the valve leaks. In such a building it is very difficult to provide sufficiently for this expansion, and probably the safest way to insure good work is to use, in such parts of the job, a valve of very much heavier construction, so that there will be no danger of its springing.

8. Very often, when a valve leaks, some one will stupidly undertake to tighten it by using some kind of a lever on the wheel. This should never be done as it will in all probability injure the valve. As the trouble undoubtedly is due to the presence of dirt in the valve, it is very much better in such cases to take the valve apart and clean the seat.

NATIONAL PLUMBERS' CONVENTION.

It is now assured that the annual convention of the National Association of Master Plumbers of the Dominion will be held in Ottawa late in July or early in August. During the week just past the following letter was sent out to each of the provincial vice-presidents by J. A. Gordon, Montreal, the Dominion secretary :

"The executive of the National Association of Master Plumbers of the Dominion have decided, after a full consideration of the situation, to hold their eleventh annual convention in Ottawa in July. Owing to the attacks made in several places in Ontario against the master plumbers' associations, considerable opposition was presented to holding the convention this year in Ottawa. But when circumstances of the acts show that it was not the aims or objects of the associations which were objected to, but rather the methods which a few members in certain localities had unfortunately employed, it was accordingly deemed proper that the dignity and prestige of the association could only be maintained and the confidence of its members restored by having the convention at the place and time appointed. The executive are confident that the resolution will result in a large and enthusiastic attendance, to show that the objects and aims of the association are above reproach, and that they are determined to adopt and enforce methods which will be legal and respected throughout the Dominion.

"The provincial and local associations should at once take action to have their delegates appointed—men with the ability and energy to clearly express themselves on this important occasion.

"(Signed) J. A. GORDON,
"Dominion secretary."

There are two reasons why some mortals don't mind their own business. One is that they haven't any business, and the other is that they have no mind.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 15, 1906.

Outside of the fact that business is still brisk, there is little to remark about the market situation at present. The local plumbers are now being called upon to tender on some of the largest jobs of the season, including several new apartment houses and office buildings. With these looming up in the near future, a steady demand for all plumbing supplies, locally, is assured.

All lines remain firm, but the strength of primary markets has not yet been keen enough to advance the price of lead pipe. Iron pipe, as well, remains in the same position as before, the output of the mills being steadily bought up and sold by the jobbers into consumption.

RANGE BOILERS—The demand continues lively. Prices are: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—A slight weakening in pig lead has rather lessened the chance of an increase in price. The turn-over is large at present. We quote: 20 per cent., f.o.b., Montreal, Toronto, St. John, N. B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—The market situation shows no new development. We are still quoting: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

IRON PIPE—This line is especially firm and there is lots of business doing. We give prices and discounts as follows: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Prices are the same as at our last report, and there is no new feature to report. We give quotations: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—No further drop has taken place during the week, and we still quote: Bar solder, half-and-half guaranteed, 24½ to 25c.; No. 2 wiping solder, 20c.

ENAMELWARE—Trade is as usual, and prices are steady. We still quote: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 15, 1906.

Solder is somewhat stronger this week, from 22c. for wiping to 26c. for half-and-half being the ruling quotation. Some houses are still asking up to 30c. and claim to be selling a lot without trouble at that price.

A feature of the plumbing business for 1906 is the amount of country business that is being done, the smallest village having its houses with baths and closets. Where there is no waterworks the reservoir and cesspool system is finding favor.

Toronto plumbing trade is brisk. Besides the new residences, a lot of hotels are being compelled to change their plumbing in accordance with the provisions of the Liquor License Act, which is being enforced.

Prices on all general lines remain the same, nor are there any indications of changes. Lead pipe is firm, but stocks are fairly good. Iron pipe is the same and so far as can be learned there is no cutting. Demand is good in all lines, and there is nothing like a good demand to keep prices steady.

LEAD PIPE—Although firm, lead pipe has undergone no change in price. We quote: Lead pipe, &c., discount 20 per cent.

SOIL PIPE AND FITTINGS — Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Large quantities continue to go out. Cutting seems to have ceased. We quote as follows: Black, 1 in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — Prices continue same as previous quotations. We quote as follows: Cast iron elbows, tees, crosses, etc., 67½ per cent.; cast iron plugs and bushings, 67½ per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65½ per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS — No further changes have been made. We quote: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—Prices are firmer this week; 22c. to 26c. are the ruling quotations, although some claim to be getting 30c. We quote: Bar solder, half-and-half, guaranteed, 26c.; wiping, 22c.

ENAMELWARE — We quote as follows: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

TORONTO'S SEPTIC TANK SYSTEM.

Work on Toronto's sewage disposal plant in the Kew Beach district, covering Waverley, Kenilworth, Woodbine, and Kew Beach avenues, has been completed. One of the three septic tanks at the foot of Woodbine avenue has been installed, and the contractor is losing no time in preparing for the installation of the other two. The work on the filter beds has not yet been commenced.

TORONTO AND BUFFALO CELEBRATE.

Toronto and Buffalo master plumbers and steamfitters are fraternizing at Grand Island to-day, the Toronto men being guests of the Buffalonians. Last year's good time is being repeated, the Buffalo men knowing well how to entertain. About 100 Toronto men made the trip.

WATERWORKS CONTRACTS.

Section 1, of the waterworks at Fort William has been let to Wm. Newman, of Regina, for $97,000. The same man has also the contract for a concrete lined reservoir to cost $16,000.

THE MAKING OF BROOMS.

Begin in the basement, where there is storage room for ten carloads of broom corn and handles. The corn comes from Kansas and other middle western states, in wired bundles about four feet in diameter. It is grown for the purpose and some seed is taken from it for fodder purposes. The handles are plain round maple sticks done up in bundles of 50.

Preparing the Handles.

Follow the handles first. Four days' supply is placed in a drying room, which is then steam heated to a temperature of 125 to 150 degrees. After four days the handles are removed, perfectly dry, every vestage of moisture having been driven off. If this were not done, and in some factories it is not, the handle will shrink and the wire will come loose. The next stage of preparation for the handles is the sorting and decorating room where they are graded, varnished and the characteristic decoration in the nature of colored rings added, when they are ready for the broom makers.

Getting Ready the Corn.

The corn passes through half a dozen hands in a course of preparation before meeting the handle in the tying room. It breaks bulk with two or three men, who stand at benches and sort it, that is, divide the hurl, the fine corn for the outside of the broom, from the insides. The hurl is then put through a machine or rather over it, that sizes it in seven different lengths after cutting off most of the stalk. Hurl cutting is the next operation. It consists in cutting off the remainder of the stock so as to free the stems and culling out the large inside stem of each piece of corn. The hurl passes then to the scraper. This is a rapidly revolving toothed cylinder, and the workman holding a handful of hurl by the lower ends, whips the flying teeth. This is to remove the seeds. The next process is taking out the short lengths. A man stands at a bench on which are several rows of long upright spikes. He grasps a handful of hurl, by the lower end again, and combs it through the spikes. This is termed "pulling."

Into the Dye Vat.

The corn is by this time prepared and has gone quite round the room. It is next dipped in a vat of green dye and placed wet in a small room called the bleach room. There, a pot of sulphur is burned and the corn left over night. This evens up the color.

Its next progress is the tying room. There it meets the handle and takes form somewhat as the thrifty housewife and the dusty janitor know it. In this room are 25 broom makers, each at a separate machine. The broom making machine is mostly human; that is to say, the work is really done by hand with some assistance from the apparatus. The machine holds the handle and the wire; the man does the rest. An expert can turn out six dozen of high grade brooms in a day.

To the Sewing Machines.

But the broom maker does no sewing, and the broom would leave him looking like a witches' hair did he not put a loop cord about it to hold it in a bunch. In this form it goes to the sewing room at the entrance to which it goes through another scraping operation to remove any seeds that may still adhere. The operator grasps the newly formed broom by the handle, tweeks off on a hook on the wall the band confining the corn and floggs a rapidly revolving toothed cylinder for about two winks; the cord is replaced and the operation completed while you say "Jack Robinson."

The broom is then ready for the sewing. The sewing machine does not much resemble the domestic variety. The broom handle down, is placed in a vice, the jaws marking the line where the sewing is done. The operator, by a double twist of the wrist, wraps a strand of colored twine about the broom, and two long arms, one on either side, and each armed with a needle big enough to point Goliath's javlin, swing back and forth and do the sewing. There are six sewing machines in the room. One of them has a record of 65 dozen brooms in a day, but its average output is 50.

The Drying Test.

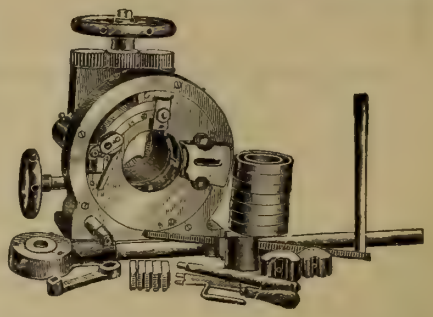
The brooms are made while the corn is still wet. After being bundled in dozens, they are removed to a steam-heated drying room. There they remain at a high temperature till perfectly dry. There can be no moulding in hot weather after that. This process is indeed a hard test of the broom, because if the handle is ever going to shrink and loosen up the wire, it will do it in this heat.

THE U. S. CONVENTIONS.

The National Association of Master Plumbers of the United States will hold their twenty-fourth annual convention at Atlantic City on June 26, 27 and 28, and the National Association of Master Steam and Hot Water Fitters will hold their eighteenth annual convention in Atlantic City on June 20-23.

Hardware dealers should practice what they preach by having a good screen door with the latest springs, checks, pulls and other attachments in use.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—Th Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.
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MONTREAL, TORONTO, WINNIPEG, VANCOUVER

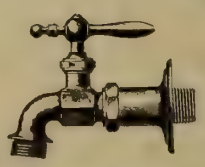
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ALL SIZES — GUARANTEED 5 YEARS — ALL KINDS





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Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand

Put All Your Eggs in the Basket Labelled Oxford

Handling three or four makes of heating apparatus never can pay you half so well as handling ONE make—if you choose the RIGHT make. That's the modern way of doing business—putting all the eggs in one basket, and watching that basket.

Choose the Oxford Boiler as the ONE boiler for your trade, and push it half as hard as you'd need to push the variety. Then expect us to do the other half the selling—we WILL do it. We DO do it, for live dealers all over Canada. We can AFFORD to do it, for the live dealer who once takes up the Oxford never can be induced to drop it—it is sold FOR him, as well as TO him; and it satisfies the people who want the most boiler their money can buy.

There are twelve things about the Oxford Boiler that make it outsell and outsatisfy every boiler you know of. Send us a request that we tell you those things and we'll throw in for good measure a special proposition for NOW that will interest you a lot. Address nearest headquarters of

The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

162







DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The Oshawa Steam and Gas Fittings Co. Limited

Stocked by all Leading Wholesale Houses.

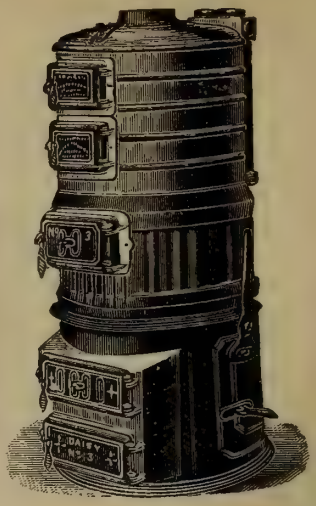
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Hot Air Furnaces. Cash Weights and Washers.

Fine Grey Iron Castings.

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The Ability to Perform



Do you see that boiler there? That's the **DAISY IMPROVED.** Its construction is very simple. making it possible for anyone to do the operating.

DAISY BOILERS

last longer than other kinds. The material from which they are made is more genuine, the principle on which they are made is more meritorious. The people who make them are more experienced.

Wouldn't you like to be a Daisy Dealer? Drop us a line.

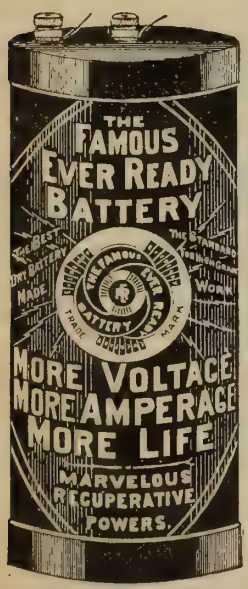
We can ship promptly any quantity of Iron Pipe, Cast and Malleable Fittings, Brass Goods, General Heating Essentials.

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Lombard Street, TORONTO

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The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

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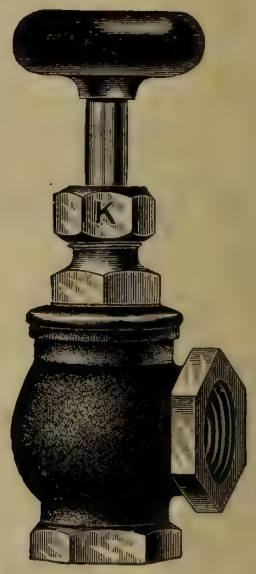
We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Kerr's Standard and Jenkin Diso Radiator Valves

are perfectly constructed, and of beautiful design. Like all "Kerr" specialties, strictly high-grade

The KERR ENGINE CO., Limited

Manufacturers

WALKERVILLE - ONTARIO

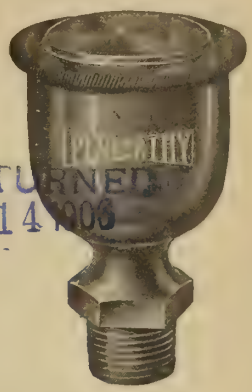


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Plain Engine
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Are you "On the Fence"?

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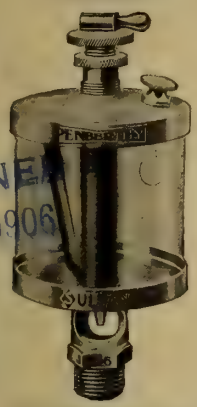
GENUINE



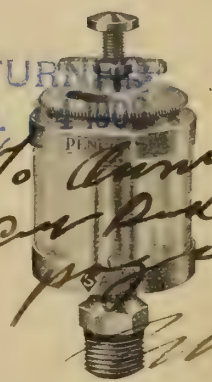
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Range
22 lbs. Low to 155 lbs. High



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SACHEM
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Manufactured by
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FAIRBANKS VALVES

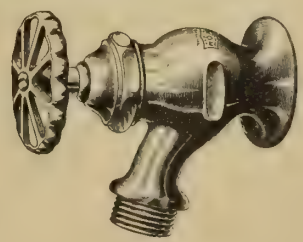
The Engineer's Friend; because they have **interchangeable parts** and **are reliable.**

STEAMFITTERS' SUPPLIES

The Canadian Fairbanks Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER

MUELLER COMPRESSION SILL COCKS



Body threads engage all the stem threads during compression. Stem will not chatter or work loose on account of premature wear of top threads. Tee or wheel handle or loose key, straight or bent nose.

THE MARK OF DECATUR H⋄M ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS
UNCONDITIONAL GUARANTEE

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We make the best

BUILDING PAPERS, TARRED FELTS, SHEATHING, READY ROOFING, WRAPPING PAPERS

If you are looking for the best we can do business with you. Try a stock of the favorites

"JOLIETTE" AND "CYCLONE" BRANDS OF SHEATHING

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82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

June 16, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$43 00 $45 00

TINPLATES.

Charcoal Plates—Bright.

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 75
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I X X, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
I X., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	....
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base	....	2 65
Sleigh shoe steel "	.... 2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel	....	0 12
B. K. Morton & Co.—		
"Alpha" high speed	....	0 65
" annealed	....	0 70
"M" Self-hardening	....	0 50
"J quality, best warranted	....	0 18
"T" " warranted	....	0 14
"O" "	....	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"	. .	0 65
" " annealed	....	0 65
Chas. Leonard	0 08	0 09
CrucibleSteel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special	....	0 16
" Silver steel	....	0 12
" Black Diamond	.... 0 08	0 09
Thos. Jowett & Sons B.P.L. tool steel annealed	....	10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard GenuineBabbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Boy Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11½
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No. 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge	....	2 70
17 gauge	....	2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10½ oz. (American gauge)	4 25
28 gauge "	4 00
26 " "	3 75
24 " "	3 50

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 45	....	3 40
22 to 24 gauge	3 60	3 90	3 65
26 "	3 90	4 15	3 90
28 "	4 15	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00	10 00
" ¼ "	....	5 60
" 5-16 "	....	4 45
" ⅜ "	....	3 85
" 7-16 "	....	3 70
" ½ "	....	3 55
" 9-16 "	....	3 45
" ⅝ "	....	3 35
" ¾ "	....	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixturer	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	21 00

Bars.

Cut lengths, round, ½ to ⅞ in.	26 00
" round and square,	
Cut 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned / Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 75	7 00
Domestic " "	5 00	5 25

ZINC SHEET.

5-cwt. casks	7 75
Part casks	8 00

LEAD.

Imported Pig, per 100 lb	4 50
Bar, " "	4 65
Sheets, 2½ lb. sq. ft., by roll	0 05½
Sheets, 3 to 6 lb. "	0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's per lb	0 30

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra		1st quality	Special
4 and 4½ ft. 3 in. rolled rim		$19 65	17 65
5 feet	"	20 65	18 65
5½ "	"	22 15	20 15
6 "	"	24 90	22 90
Plate E II			
5 feet	2½ in. "	19 15	17 15
5½ "	2½ " "	20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300	50 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch	2 09	⅛ inch 2 92
¼ "	2 09	¼ " 2 92
⅜ "	2 42	⅜ " 3 27
½ "	3 05	½ " 4 20
1 "	4 37	1 " 6 20
1¼ "	5 96	1¼ " 8 21
1½ "	7 15	1½ " 9 86
2 "	9 54	2 " 13 14
2½ "	14 50	2½ " 21 80
3 "	19 00	3 " 28 60

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra dis count 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 percent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 75 per cent.
Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock	net 1 75
No. 4 " "	" 1 90
No. 7 Fuller's	" 2 35
No. 4½, "	" 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS

Copper, 30 gallon	net 25 00
" 35 "	" 29 00
" 40 "	" 33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.5
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24 00
100	29.00	34.00
120	34.00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND HOUSEHOLD SHEARS

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

1½-lb. per lb.	0 37
2-lb. or over "	0 34

SOLDER.	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 25½	0 26
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 03
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.	Per 100 lbs.
Pure	6 00 6 25
No. 1	5 65 5 90
No. 2	5 30 5 65
No. 3	5 05 5 30
No. 4	4 75
Munro's Select Flake White	6 50
Elephant and Decorators' Pure	6 30
Monarch	5 75
Essex Genuine	5 75
Brandram's B. B. Genuine	7 50
" Anchor," pure	6 00
Sterling Pure	6 00
Ramsay's Pure Lead	6 00
Ramsay's Exterior	5 75
Crown and Anchor," pure	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt	$5 75
Genuine, 100 lb. kegs, "	6 00
No. 1, 560 lb. casks, per cwt	5 50
No. 1, 100 lb. kegs, per cwt	5 75

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 07
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co's pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls 0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, gal.	1 35
" " " " " ½ gal.	1 40
" " " " " ¼ gal.	1 45
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls per gallon	0 60
Senour's Floor Paints, gal.	1 20

PARIS GREEN.

600-lb. barrels	
250-lb. kegs	
and 100 lb. drums	
25 lb. drums	
1 lb. paper boxes	
½ lb. tins	
¼ lb. paper boxes	
¼ lb tins	

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
" Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 1⁰	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.: American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; 5 per cent. discount. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads. per lb.

Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11¼

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes. 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each	1 35	3 00
House.		
American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55 and 5
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, conepoint	70 and 5
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre 400 "	0 55
Tarred Fibre 400 "	0 65
O. K. & I. X. L 400 "	0 70
Resin-sized 400 "	0 45
Oiled Sheathing 600 "	1 00
Oiled " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross 7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

" Lafarge " (non-staining) cement in wood	3 40
" Lehigh " Portland cement, in wood	2 54
" Lehigh " Portland cement, in cotton sacks	2 39
" Lehigh " Portland cement, in paper sacks	2 31
Fire Brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4."x3", ex wharf, per 1 000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,0 0	50 60
Stable pavers, 9"x4½"x2", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent; f o b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

Paterson's Wire Edged Ready Roofing
(RED STAR BRAND)

FIRST IN QUALITY
FIRST IN DURABILITY
FIRST IN POPULAR FAVOR

Thousands of Canadian Farmers and Builders are using Paterson's Ready Roofing. Don't you want to know how you can easily secure their profitable orders?

The Paterson Mfg. Co., Limited
Toronto and Montreal.

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
"	" "	5 25
"	" "	6 75
"	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 60 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	66⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ½-inch	per gross	....	9 00
" " ⅝ "	"	....	10 00
" " ¾ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07	0 8½

Ball Pean.

English and Canadian, per lb.		0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net	3 00	4 00
Store door	per doz. 1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb.		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge— to 10 in.	per 100 lb.	4 50
12 in. up	"	25
Spring, No. 20, per gro. pairs	....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base	3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent		
Cabinet trunk and padlock American	per gross	0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin	per doz. 2 75	3 25
Bronze, Genuine	" 6 00	9 00
Shutter, porcelain, F. & L. screw	per gross 1 30	2 00
White door knobs	per doz.	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes		2 50

Woodyatt, ball bearing, 12 to 20-in 5 60 to 7 45
Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21,23,25	$10 00	14 00
10½ in. ball bearing 12 to 20.	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Cabinet.
Eagle, discount 30 per cent.

Padlocks.

English and Am.	per doz.	0 50	6 00
Eagle, discount 20 to 25 per cent.			

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon,	per gross	3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILER.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen ... 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
" "	"	...	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
" man ..... " 0 60 0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz. 0 55 1 00
Axle ..... " 0 22 0 33
Screw ..... " 0 22 1 00
Awning ..... " 0 35 2 50

PUMPS.

Canadian cistern 1 40 2 00
Canadian pitcher spout 1 80 3 16

PUNCHES.

Saddler's .. ..per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RAKES.

Wood.....per doz. net 1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. " Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal	0	10½
Pure Manilla	0	15
"British" Manilla	6	11½
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ¼ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord. 48 feet.....per doz.		0 60
" " 60 feet..... "		0 75
" " 72 feet..... "		0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 75
" No. 50, nickle-plated, " 0 80
Common, plain..... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka " tinned steel, hooks 8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's...per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb. 2 00 2 25
Solid ..... " 1 50 1 75

SASH CORD.

Per lb..... .... 0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

(Hollow Back)		(Reinforced S Scoop.)	
Moose.....	$17 50	.....	$16 30
Bear	15 00	.....	15 30
Fox.....	12 50	....	14 30
Black Cat....	10 00	.....	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

SQUARES.

Iron, No. 492 .....per doz. 1 90 2 25
" No. 493 ..... " 2 40 2 55
" No. 494 ..... " 3 25 3 40
Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	...	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... " " 7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk...85,	12½ and 12
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nailz, in papers	10
" in bulk	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz..... 3 00 15 00
Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.
German.....per doz. 4 75 5 50
S. & D., scou 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" 4-ply	....	0 29
Mattress .....per lb	33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 15
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING

Galvanized barb	....	2 60
Galvanized, plain twist	....	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 4
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS.

Leader, 11 in.....per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	29 00

Terms, 3 months, 2 per cent. 30 days

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent

When you buy Canadian-made goods you increase your own sales.

Buy these Brands of FILES and RASPS

MADE IN CANADA

AMERICAN -- ARCADE -- EAGLE -- GREAT WESTERN
GLOBE -- KEARNEY & FOOT -- McCLELLAN -- J.B.SMITH

Nicholson File Co., Dominion Wks., Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

We have a full assortment of all sizes from 1-8 in. to 6 in.

ALL READY FOR SPRING TRADE

MAIL YOUR ORDERS TO

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

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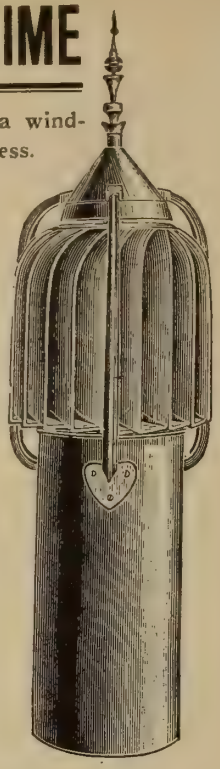
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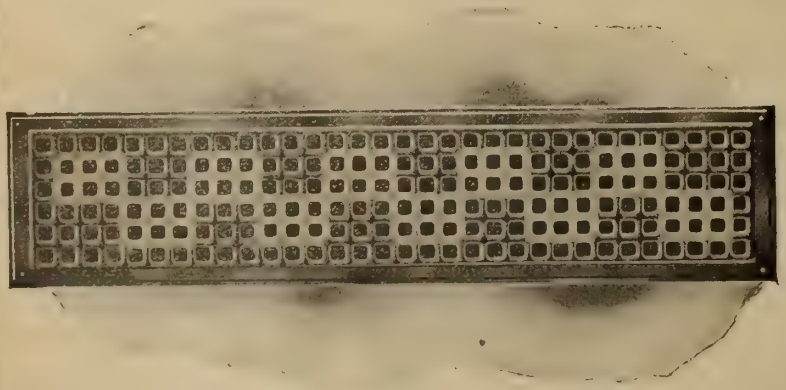


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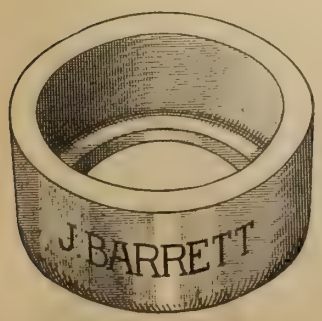


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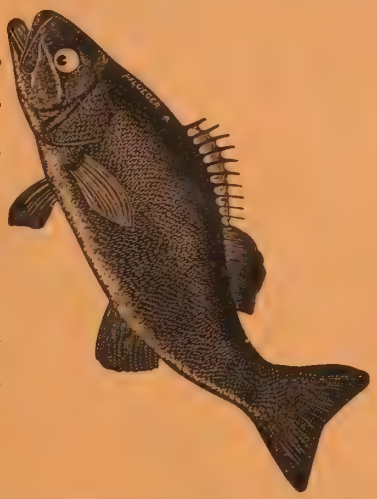
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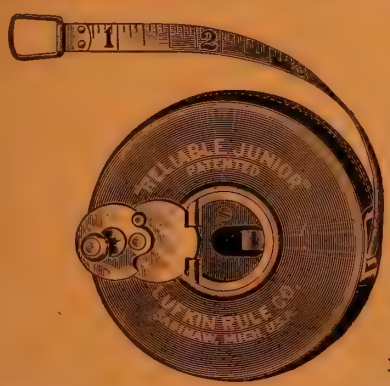
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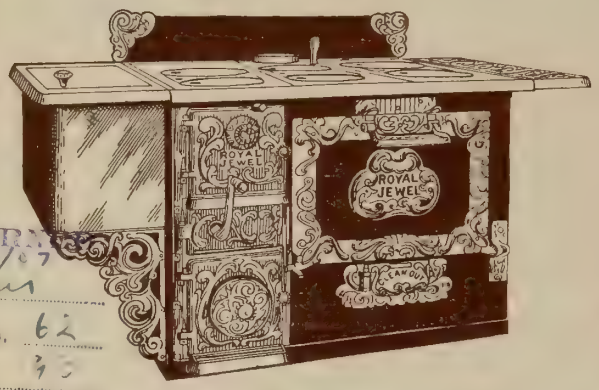


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Study your own interests and write for Catalogues of the above three lines. If you are not now handling them, determine to do so without delay.

NORTH-WEST DISTRIBUTORS

MERRICK, ANDERSON & CO.

117 Bannatyne Street E., - - WINNIPEG, MAN.

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, JUNE 23, 1906 NO. 25.

E. M. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

TRADE MARKS
THE MURRAY
THE INVICTA
EL DORADO
CAMBRIDGE & C°
ENGLAND
SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

EVERY SHEET BRANDED

Unscrupulous dealers have been known to ship out bundles with a sheet of "Queen's Head" on top and cheap unbranded sheets inside. Every sheet of "Queen's Head" and "Fleur de Lis" is branded and the quality guaranteed

JOHN LYSAGHT, Limited, Makers,
BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.



IT MAKES A BIG DIFFERENCE WHICH RADIATOR YOU SELL

The old argument about all radiators looking alike and performing alike won't stand now.

True, for years nothing new in radiation was recorded, but

Sovereign Radiators

came to show that something new **could be** recorded.

That "something" is **Increased Surface, Larger Connections, Screwed Nipples, Reduced Friction.**

We can ship these radiators from the following branches: Quebec City, Montreal, Toronto, Winnipeg, Vancouver. Complete Book of Illustrations and Prices sent free of charge.

☞Don't forget that we are the house for Pipe and Fittings, Brass Goods and Boilers.

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TACKLE BOXES

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STEEL AND BAMBOO FISHING RODS

Write for Prices.

RICE LEWIS & SON

LIMITED

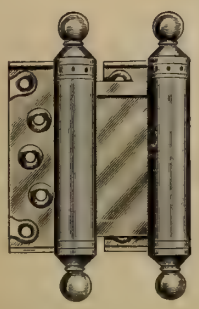
TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

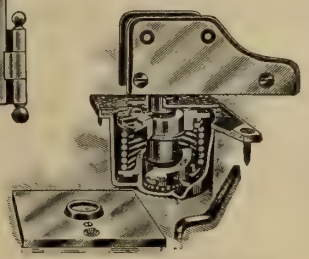
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

THE GOODS THAT ARE ASKED FOR

The Twin Ice Cream Freezer
The Peerless Iceland Freezer, all sizes
The Gem Food Chopper
Screen Doors and Window Screens
Woodyatt's Lawn Mowers, all sizes
Star and Daisy Mowers
Lawn Sprinklers and Grass Shears
Garden Hose, 3 ply, ½" and ¾"

WRITE FOR PRICES

THOS. BIRKETT & SON CO., LIMITED

OTTAWA, ONT.

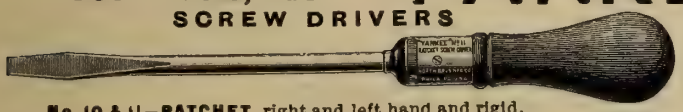
Other Tools are very Good Tools, but

"YANKEE TOOLS"

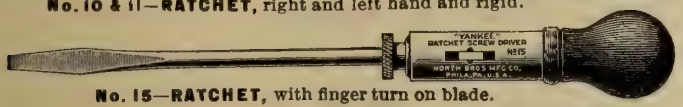
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



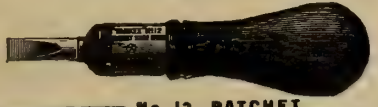
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET -right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20 - " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade.

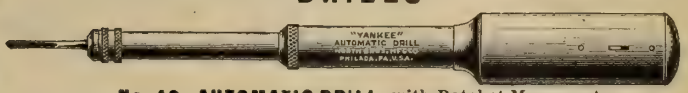


No. 60—POCKET SCREW DRIVER.



Countersink, for spiral ratchet screw driver.

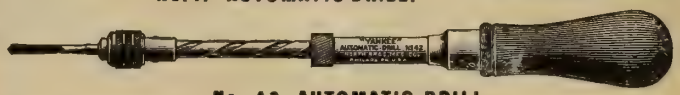
DRILLS



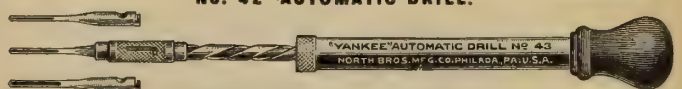
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.



SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

THE SCHULTZ MANUFACTURING CO.

HAMILTON, CAN.



Schultz No. 2 C. B. Lantern (Patented)

MANUFACTURERS OF LANTERNS AND SHEET METAL GOODS

SOLE OWNERS OF THE FOLLOWING:

"PRISM" Dash Lanterns
PATENTED

"Prism" C.B. Lantern Globes

"SCHULTZ" C. B. Lanterns

Up-to-Date Lantern Burners

THE RESULT OF 30 YEARS IN THE MANUFACTURE OF LANTERNS FOR EVERY PURPOSE

SOLD BY LEADING JOBBERS IN CANADA

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

NONE IN AMERICA

Manufacture a larger variety of Cordage, Twines, etc., than

CONSUMERS CORDAGE COMPANY

LIMITED

Mills: MONTREAL, Que., HALIFAX, N.S.

Manila, Sisal, Italian, Russia, Jute. Dry and Tarred **Cordage** in any form.

Bale Rope, Hide Rope, Paper Cord.

Lariat Rope, Transmission Rope, Yacht Rope, 3 and 4 Strand. **Lathyarn, Drilling Cables, Bolt Rope,** Snap Halters, **Clothes Lines,** Snap Plow Lines.

Halyards, Deep Sea Line, Spunyarn, Marline, Houseline, Hambroline, Ratline, Bell Rope, **Packings,** Core Rope.

TWINES

Parcelling, Rolling, Seaming, Sewing, Spring, Wrapping.

BRANCHES

F. H. Andrews & Son, Quebec, Que.

Consumers Cordage Co., Ltd., St. John, N.B.

MacGowan & Co. Vancouver, B.C.

Tees & Persse, Limited, **Winnipeg, Man.,** with branches in **Calgary & Edmonton.**

George Wood, London, Eng.

BINDER TWINE

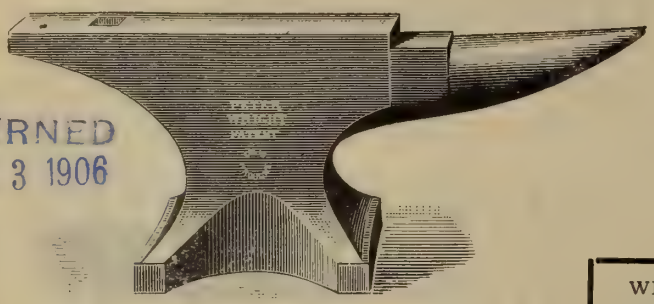
Crescent, 500 ft. per lb.
Standard, 500 " "
Raven, 550 ft. per lb.
Tiger, 550 " "
Premier, 600 ft. per lb.
Red Cap, 600 " "
Blue Ribbon, 650 ft. per lb.

Merrick, Anderson & Co., Winnipeg, Man.

BINDER TWINE DISTRIBUTORS FOR THE NORTH WEST

RETURNED
JUN 2 3 1906

BLACKSMITHS' TOOLS



Peter Wright's Blacksmith's Anvil, Wrought Steel Face

We can supply you with this make in all weights, from 50 to 250 lbs.

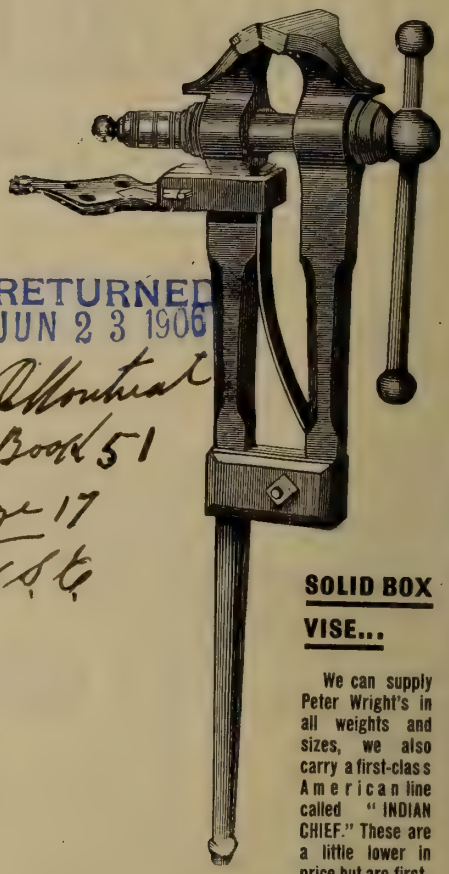
We also stock a cheaper line for

Farmers' use, called "Esterbrook." In addition to these, we stock Cast Iron Anvils with Steel Face, for Miners' use—15 to 25 lbs.

WE CARRY A FULL LINE OF

Blowers and Forges, Post Drills, Blacksmiths' Stocks and Dies, Twist Drills, Pipe Wrenches, Bellows, Horse Shoes, Nails, etc.

WRITE FOR PRICES.

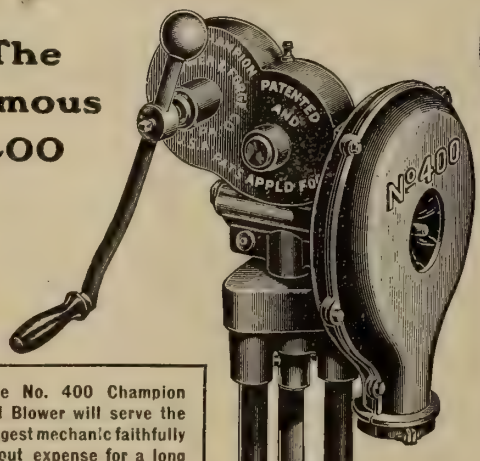


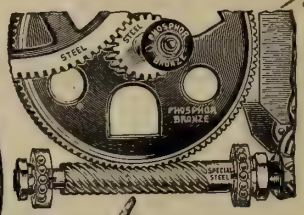
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JUN 2 3 1906
No Montreal
Cat Book 51
page 17
W.S.G.

SOLID BOX VISE...

We can supply Peter Wright's in all weights and sizes, we also carry a first-class American line called "INDIAN CHIEF." These are a little lower in price, but are first-class in every respect.

The Famous 400

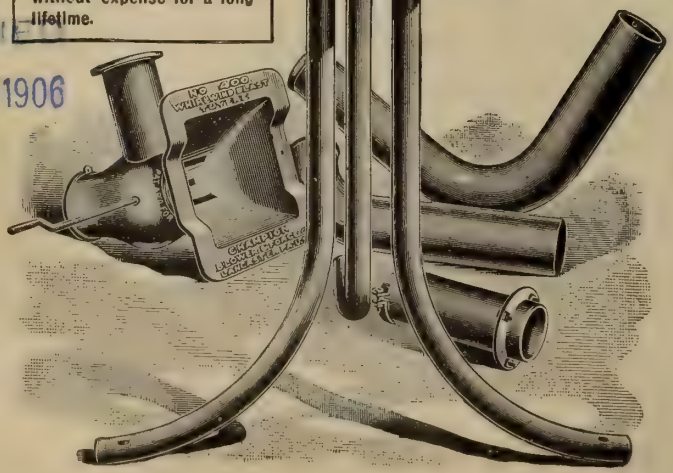




It's all the Spiral in

The No. 400 Champion Steel Blower will serve the youngest mechanic faithfully without expense for a long lifetime.

ETURNE
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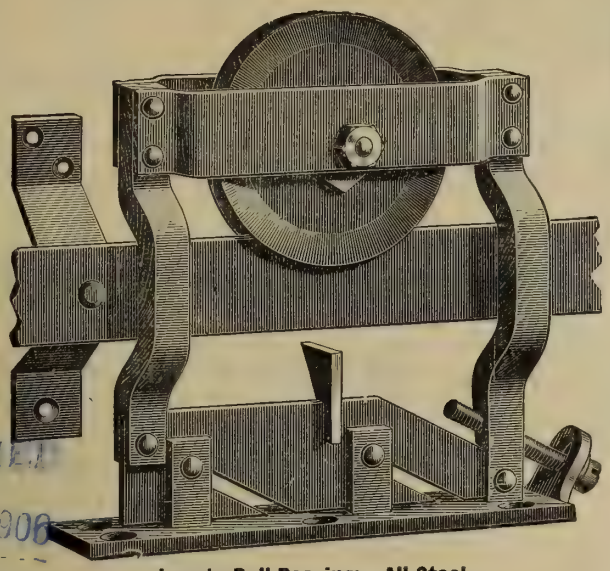
No. 400 Champion Blower, Whirlwind Blast Anti-clinker Tuyere Iron. Runs like a watch.

LEWIS BROS. LTD.

MONTREAL
WINNIPEG

OTTAWA
TORONTO

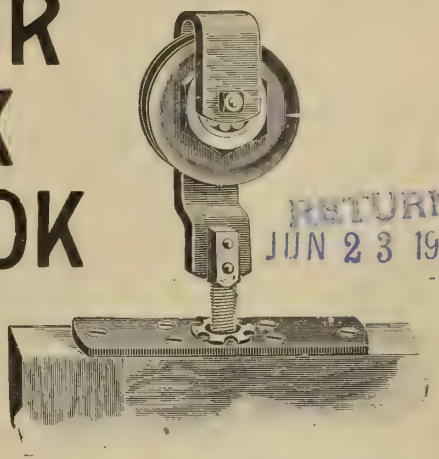
VANCOUVER
CALGARY



Lane's Ball Bearing. All Steel.

IN YOUR BANK BOOK

That's where you'll see the difference, if you sell goods that are not all cut to death in regard to price.



Lane's New Model. All Steel Roller Bearings.

RETURNED JUN 23 1906

SOME OF THEM

New Model, for Single and Double Doors.

Lane's Ball Bearing, for Single and Double Doors

New Champion for Double Doors.

Prouty's { 0A and 5A, for Double Doors.
0B and 5B, for Single Doors.

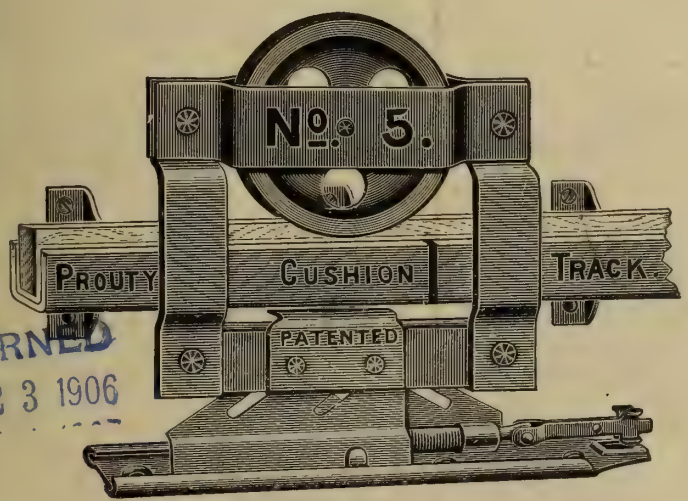
Parlour Door Hangers come under this heading. They allow you a good generous profit on every set you sell.

Lots of people would buy Hangers, if they thought about them. It's up to you to remind them when they're in your store—a few on display would do the trick.

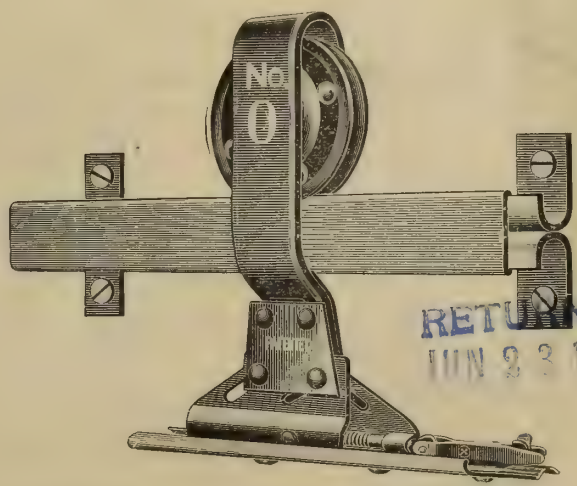
Look up page 352 and inserts in our large catalogue and write for prices **now**.

Our assortment is large, our stock larger. We can fill any reasonable sized order promptly and the prices we make are as low as the lowest.

The season for these goods will soon be on—have them on hand when called for.



Prouty's No. 5. Cushion Track. Special Rubber Tired Floor Guides.



Prouty's No. 0. All Steel Double Row Roller Bearings.

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LEWIS BROS., LTD.

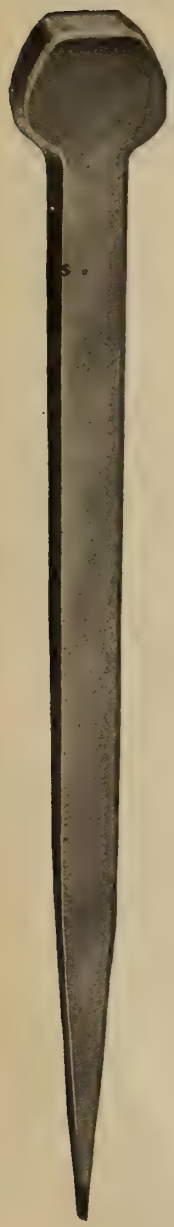
MONTREAL

OTTAWA
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VANCOUVER
CALGARY

No Horse Nails in the World



are made of better material than is used for the "C" brand. It is a special quality of Swedish Charcoal Steel Nail Rods, which have the highest tensile strength combined with great toughness. This is demonstrated by the average of several tests which shows that the test piece of these rods will stretch over one-third of its length, and require a force equal to 55,000 pounds per square inch before breaking.

No Horse Nails in the World

have ever, or do now excel the "C" brand in any test of quality impartially and scientifically applied. We challenge comparison with the product of any maker in the wide world.

No Horse Nails in the World

will drive easier or make better clinches, or hold the shoes on longer. They are of the right temper, which, combined with the fine hardened bevel points, penetrate the hardest hoofs easily. You will never bend or buckle a "C" nail in driving, or find split or crooked nails.

No Horse Nails in the World

can offer you forty years continuous manufacturing experience in producing by Canadian labour for Canadian requirements except the makers of the "C" brand.

No Horse Nails in the World

are better entitled to your preference for reasons of quality and fair price They may be obtained on order from all the leading Hardware Merchants in Canada. If not obtainable through them, we shall supply you direct. Samples and quotations furnished on application.

Canada Horse Nail Company

MONTREAL

ESTABLISHED 1865

The Best

Letter from Home

Hardware Merchants Clerks or Travelers

in Western Canada can get is a copy of Hardware and Metal every week in the year. It keeps its subscribers posted on

Changes in Market Reports
News of the Trade
New Goods and Novelties
Industrial Development
Trade Organization, etc.

Recently established hardware, stove, paint and oil, or plumbing and steam-fitting firms, not yet subscribers, should forward their subscriptions at once.

Special Offer

To New Subscribers only—Hardware and Metal until Jan. 1, 1908 (eighteen months) for only $2.00, the price of a year's subscription. Address:

Hardware and Metal

511 Union Bank Building, WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

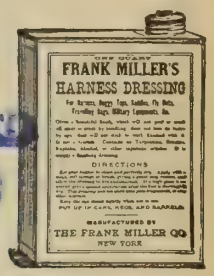
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MILLER'S—Harness Soap, in Cakes



NONSUCH—Harness Oil Dressing



MILLER'S—Harness Dressing

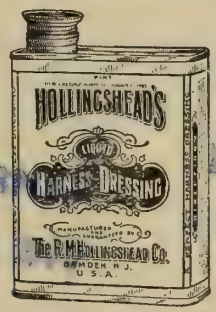
Hollingshead's Harness Oil and Dressing



Axle Oil
1 pint Tins, Castor Axle Oil



Improved Hoof Dressing
1 quart Tins, Hoof Dressing



Liquid Harness Dressing
In 1 and 2 pint Tins



Harness Soap Dressing
In 1, 2½ and 5 lb. Cans



NONSUCH—Buggy Top Dressing



Axle Grease

MICA DIAMOND 1000 MILE FRAZER



NONSUCH—Harness Oil

FOR FULLER DESCRIPTION SEE OUR CATALOGUE

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

Our Prices are Right

Factory: Dufferin Street, Toronto, Ont.

We Ship Promptly

DON'T YOU THINK

the disclosures in Packingtown will make a difference in the sales of meat choppers ?

Lard, head cheese and sausage made at home, or by the local butcher, can be relied upon.

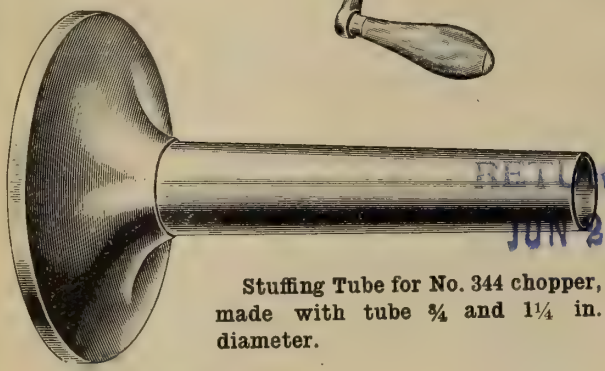
The "Universal" food choppers and sausage and lard presses will do the work. They are mechanically perfect, strong, durable and easy running. They are widely advertised by the makers in the papers women read, and sell themselves

Is your stock of them complete ?

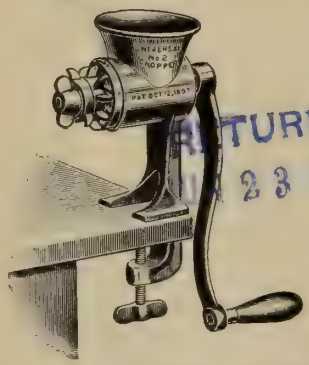
It ought to be, for they are steady sellers, and the present agitation will increase their use.



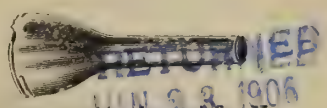
No. 344 Geared Market Chopper, chops 4 lb. of meat per minute. The best machine for small meat markets.



Stuffing Tube for No. 344 chopper, made with tube ¾ and 1¼ in. diameter.



No. 2 Family Meat and Food Chopper, made in 3 other sizes. A sausage stuffer can be had for this size.



Sausage attachment for No. 2 "Universal" Chopper.



"Universal" Fruit and Lard Press and Sausage Stuffer, 2 sizes, 4 and 8 quarts, made of sheet steel, tinned, ball bearings.

Examine the "Universal" line and get our prices. We handle the complete line of "Universal" labor saving kitchen devices.

FROTHINGHAM & WORKMAN, LIMITED

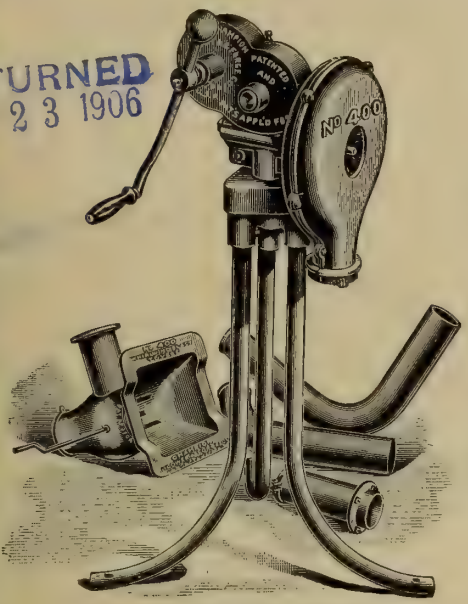
1809 WHOLESALE HARDWARE AND IRON MERCHANTS 1906

MONTREAL, CANADA.

210,000 No. 400 Champion Steel Blowers and Steel Forges

have been manufactured and placed in the hands of their users in the last seven (7) years. Now No. 400 Champion Steel Blowers and No. 408 Steel Forges are furnished with the "Whirlwind" Blast Anti-Clinker Heavy Nest Tuyere Iron without extra cost.

RETURNED JUN 23 1906



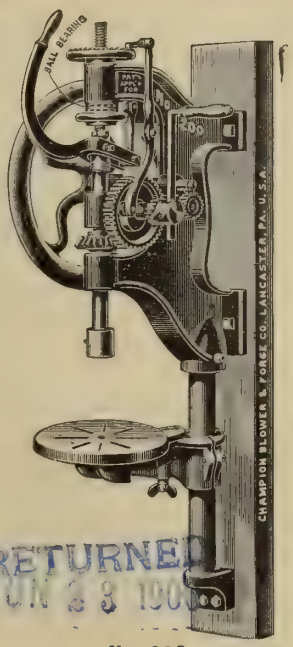
No. 400—Champion Blower

With "Whirlwind" blast, anti-clinker, heavy nest tuyere iron. Fan 12 in. diameter. Weight 160 lb.

They are the only High Speed Spiral Geared and Adjustable Ball Bearing Blowers and Forges manufactured.

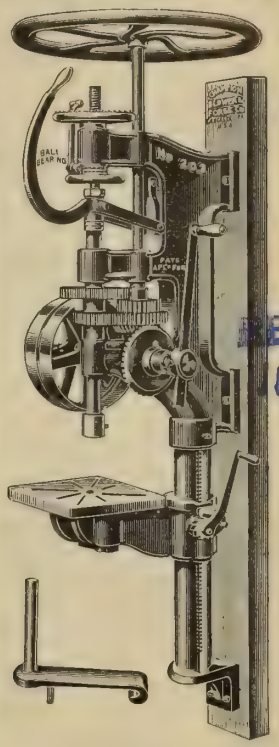
The No. 400 Champion Blowers and Forges have revolutionized the world's blacksmith fires and made blacksmithing a most profitable business.

CHAMPION Self-Feed and Lever-Feed Drills



No. 200

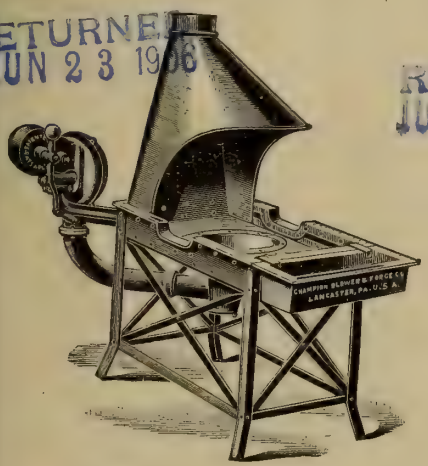
Drills to centre of 16-in circle. Drills holes up to 1¼ in. diameter.



No. 203

Drills holes up to 1½ in. to centre of 21-in. circle.

RETURNED JUN 23 1906



No. 408—Blacksmith's Forge

Will do the work of any regular custom shop. It has a 12-in. fan, heavy steel hearth 30x36 in., and a heavy nest tuyere iron like that shown with the No. 400 Champion Blower. With water tank it weighs 240 lbs.



No. 401—Rivet Forge

Is a necessity in every manufacturing establishment, though it is made for machine and boiler and bridge shops. It has a 9-in. fan and hearth 18 in. in diameter. Weight 90 lbs each.

THEY SAVE **95%**

in time and labor by instantaneous, quick return of the drill bit, with both Self-Feed and Lever-Feed, and

50%

of time is gained by use of the Lever in drilling small holes, reaming or countersinking.

The Lever-Feed or Self-Feed is changed from one to the other in a fraction of a second.

Champion Lever-Feed and Self-Feed Drills can now be had in six different styles and sizes.

Write for catalogue illustrating the complete line of Blowers, Forges and Blacksmith Tools.

Get our catalogue and prices for these goods and don't lose an opportunity for business.

FROTHINGHAM & WORKMAN, LIMITED

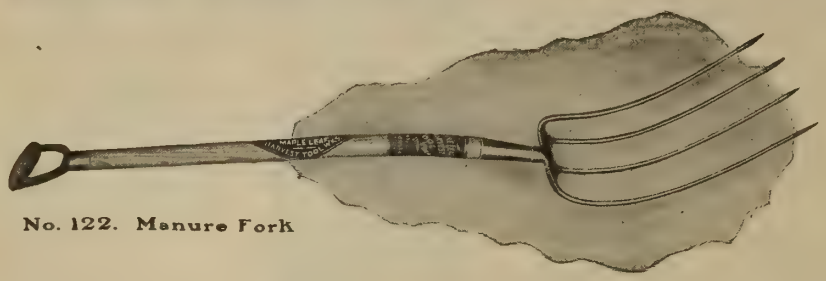
1809 WHOLESALE HARDWARE AND IRON MERCHANTS 1906

MONTREAL, CANADA

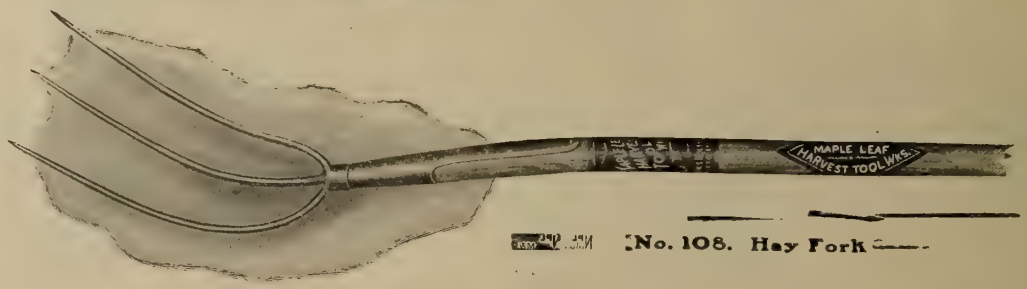
HAVE YOU GOT THEM?

The Up-to-date Harvest Tools?

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



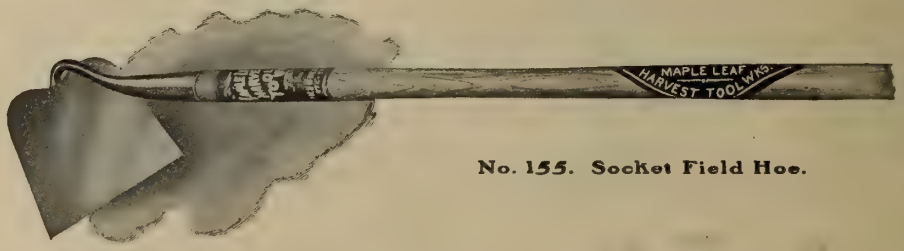
No. 122. Manure Fork



No. 108. Hay Fork



No. 243. Beet Fork



No. 155. Socket Field Hoe.

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

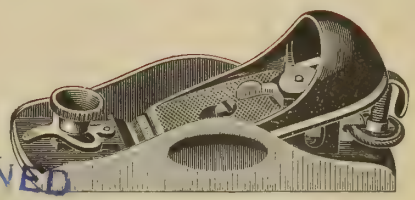
The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

CAVERHILL LEARMONT & CO.

HAVE YOU FOUND YOUR TRADE IN TOOLS SLIP AWAY FROM YOU?

SUBSTITUTION BRINGS ABOUT THIS STATE OF AFFAIRS QUICKER THAN ANYTHING ELSE.



No. 15—PLANE

RETURNED JUN 23 1906

GET RIGHT NOW

BY STOCKING

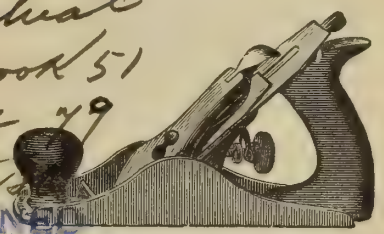
Stanley Tools

which are used by all Skilled Mechanics everywhere.

Talk not necessary to sell them — they are known.

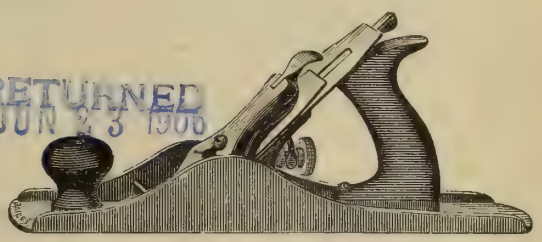
Your trade will certainly increase if you sell "Stanley" make.

To Montreal
Cat Book 51
page 79



RETURNED JUN 23 1906

No. 1—5½ in. long. **No. 4** — 9 in. long
2—7 " " **4½**—10 " "
3—8 " "



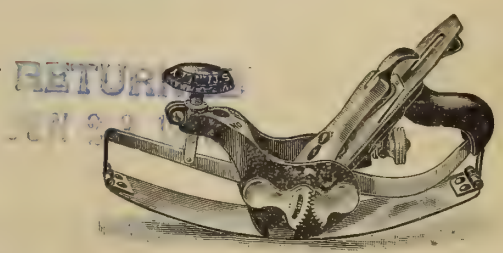
RETURNED JUN 23 1906

Stanley Planes

are the best in the world.

Years of conscientious effort and care have made them so.

No. 5 —14 in. long. **No. 7**—22 in. long
5½—15 " " **8**—24 " "
6 —18 " "



RETURNED JUN 23 1906

No. 113—ADJ CIRCULAR PLANE

Also
Selling Agents for

"HUNT'S" PLANES

Caverhill Learmont & Co

THE GREAT PLANE AND TOOL DEPOT

MONTREAL AND WINNIPEG

THE JAMES ROBERTSON CO., Limited

WINNIPEG





We beg to inform our customers of the Northwest that for their convenience we have installed a

LEAD PIPE PRESS

and are now in a position to ship orders promptly.

We manufacture and carry in stock

Everything in Lead

Solders ***Block Tin Pipe*** ***Babbitts***

Type Metals

Plumbers' Supplies ***Steamfitters' Supplies***

Roofers' Supplies

Our latest Plumber's Specialty

"NATURO" Slant Closet

Write for Prices.

We are in business to stay—When we make a customer, our purpose is to keep him.

1876 ***30 Years of Square Dealing*** **1906**



RETURNED
SEP 27 1906

LONDON WAREHOUSE

There is no "Royal Road" to Business Success. Tireless pushing is the price you must pay. Through no means other than Right Prices could we secure our Great Volume of Trade.

THE HOBBS HARDWARE CO., LIMITED

LONDON ***TORONTO***

YOUR CUSTOMERS WILL HAND OVER THEIR COIN *WITHOUT PERSUASION*

IF YOU HAVE A GOOD SHOW OF

DAVIDSON'S

"COLONIAL"
"PREMIER"
and
"VICTORIA"

Brands of Enamelled Steel Ware on your shelves.



"COLONIAL" CONVEX COOK POT

Attractive in color.

Smooth in finish.

LIGHT, COMPACT AND CLEANLY

Carefully packed by experienced hands.

CONVINCE YOURSELF BY SENDING US A TRIAL ORDER.

Are you acquainted with this line? **It is something new.**

UNBREAKABLE TINNED STEEL HOLLOW WARE



DEEP CONVEX STOVE KETTLE

Made of Extra Heavy Steel Tinned Inside



SEAMLESS BODY TEA KETTLE

Lighter and more easily handled than Cast Iron



DEEP STRAIGHT STOVE KETTLE

Sauce Pans, from 1 to 8 Quarts.

Round Pots, from 1 to 18 Quarts.



THE "WESTERN" SLOP PAILS

WITH COMMODE ATTACHMENT

Galvanized and Striped in Red.

Having a Seamless Body it cannot leak.

Strong and Neat in appearance



"MINTO" GALVANIZED PAILS

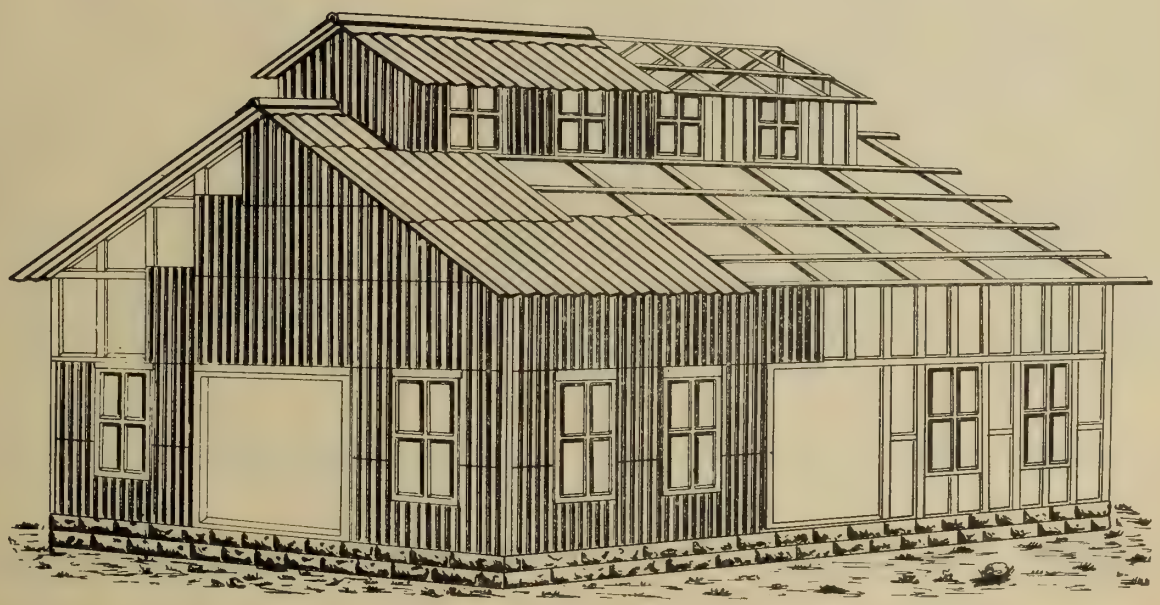
Made to stand hard usage and are supplied with our heavy "Hercules" Bottoms.

The Thos. Davidson Mfg. Co., Ltd.

MONTREAL and WINNIPEG

CORRUGATED IRON

"Keeping Everlastingly at it Brings Success."



PEDLAR'S CORRUGATED IRON is made on a **38,000-pound Press** (the only one in Canada), one corrugation at a time, and is guaranteed true and straight to size.

We carry a **600-ton stock in Oshawa, Montreal, Ottawa, Toronto and London,** and can ship ordinary requirements the same day order is received.

Made in 1″, 2″, or $2\frac{3}{4}$″ corrugations in sheets any length up to 10 feet, in 28, 26, 24, 22, 20, 18 gauge, both painted and galvanized.

This class of material is most suitable for fireproofing **Factory, Mill, Barns and Warehouse Buildings,** and is water and wind proof.

Corrugated Ridges, Lead Washers and Galvanized Nails carried in stock.

Send specifications to your nearest office for catalogues and prices.

THE PEDLAR PEOPLE

Montreal, Que.	Ottawa, Ont.	Toronto, Ont.	London, Ont.	Winnipeg, Man.	Vancouver, B.C.
767-769 Craig St.	423 Sussex St.	11 Colborne St.	69 Dundas St.	76 Lombard St.	615 Pender St.

WRITE YOUR NEAREST OFFICE. HEAD OFFICE AND WORKS, OSHAWA, ONT.

LARGEST MAKERS OF SHEET METAL BUILDING MATERIALS UNDER THE BRITISH FLAG

Doesn't this Picture Tell a Story of Success?



300 Windows installed with

MAXIMUM LIGHT GLASS

in one building. No sign of an experiment there!

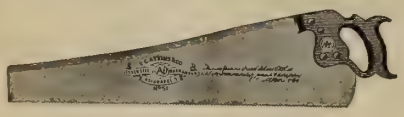
You can count on it that the architect knew what he was doing when he made the recommendation; and that the builder knew what he was doing when he acted on the recommendation.

You can get samples without any trouble

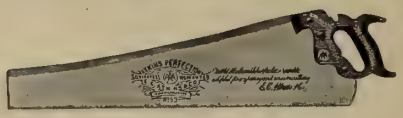
SOLE CANADIAN AGENTS:

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS



ATKINS HIGH-GRADE SILVER STEEL SAWS



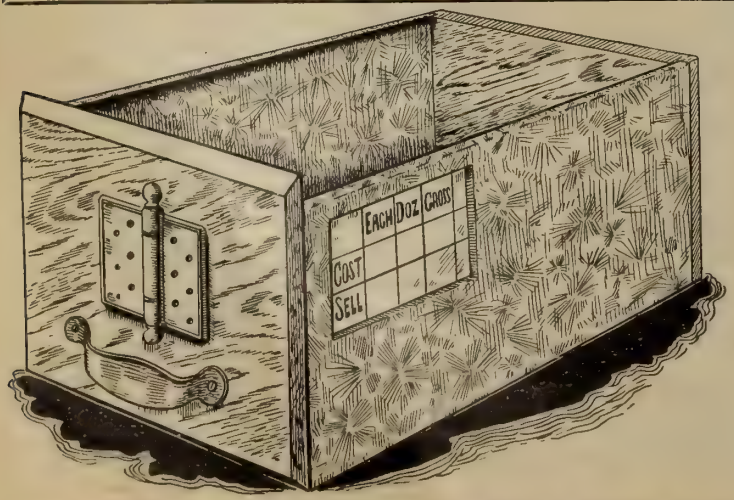
Do more work and do it easier than any other. Because they're made right—by men that know how. Our name on every blade. Ask your Dealer for an Atkins.



E. C. ATKINS & CO., Inc.

Home Office and Factory—Indianapolis.

Canadian Branch: 56 King St. E., Toronto, Canada.

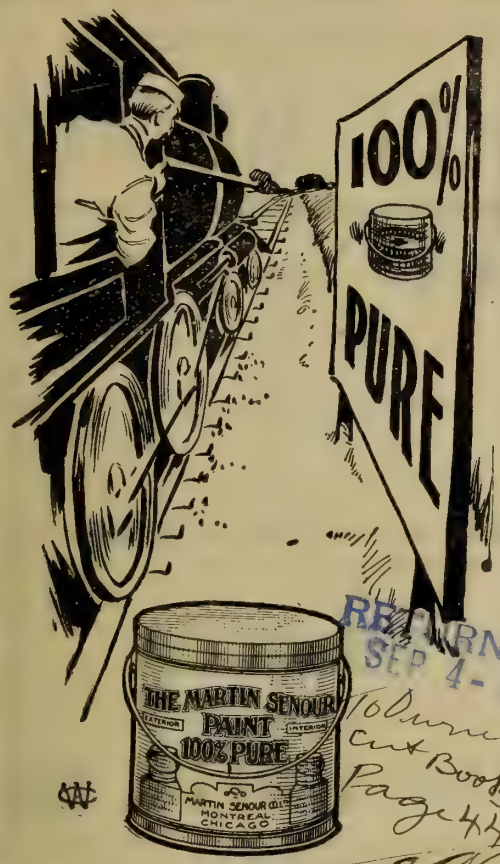


The Bennett Metal Shelf Box Has

1. ***METAL SIDES*** This saves at least 20 per cent. shelf room; makes a stronger box and is cheaper than wood.
2. ***OAK FRONT*** Hard oil finish, and bevelled, the goods are displayed on the front of the box and in this way the sales are increased.
3. ***LIP . . . .*** Note the lip on the front of the box, this lip fits tight against the shelving and keeps out the dust.
4. ***PRICE CARD*** This card is inserted in a depression and never becomes soiled.

Write for Illustrated Folder and Price List.

CAMERON & CAMPBELL, Toronto, Sole Manufacturers for Canada



LOOK AHEAD

It's not just for to-day nor to-morrow. We are not urging you to handle our goods just simply for the profit you can make on present sales, although that counts too, but it is the future we want you to think of as well. Build up a solid, steadily-increasing trade. Establish your reputation and the rest will be easy.

The Martin-Senour Paint
100% PURE

will assist you. It's a great trade-builder—always reliable, always the same, always good. It's a paint people buy over and over because they like it and because they know when they buy the Martin-Senour they get PAINT—nothing else. It's worth something to have an article like that go over your counter, and it will bring you many an extra dollar. Better write to us about it and let us explain our proposition to agents. It's a winner.

RETURNED SEP 4 - 1906
To Dunn
Cut Book 44
Page 44
a.a.S.t.

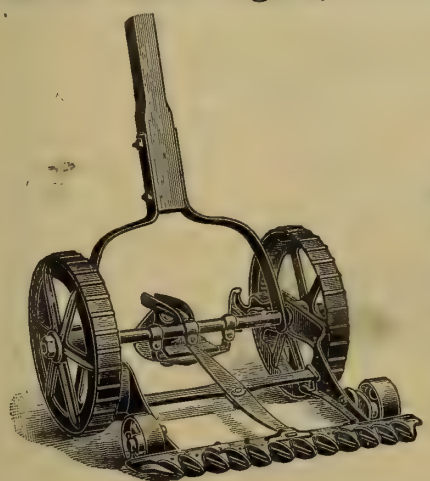
THE MARTIN-SENOUR CO.
MONTREAL AND CHICAGO

The Winnipeg Paint & Glass Co., Limited
WINNIPEG

The Maritime Paint & Varnish Co., Limited
HALIFAX, N.S.

Clipper Lawn Mower Co.
DIXON, ILL.

Manufacturers of Hand and Pony Mowers, Also Marine Gasoline Engines, 2 to 8 H.P.



THE MOWER

That will **Kill all the Weeds in your lawns.** If you keep the weeds cut so they do not go to seed, and cut your grass without breaking the small feeders of roots, the grass will become thick and the weeds will disappear.

THE CLIPPER WILL DO IT.

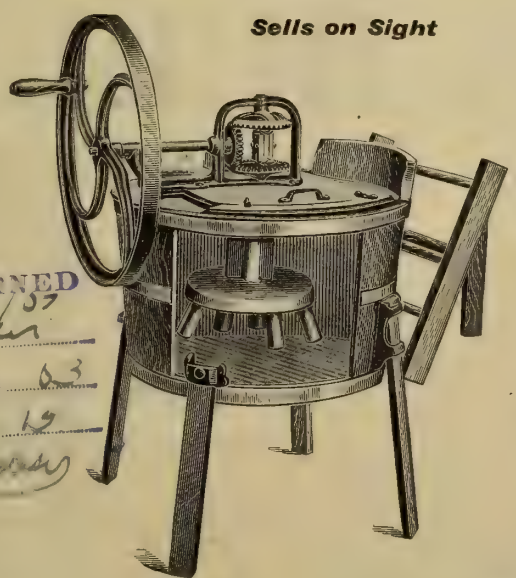
No. 1—12 in. Mower - - - -	$4 50
" 2—15 " " - - - -	5 00
" 3—18 " " - - - -	5 50
" 4—21 " " - - - -	6 00
Pony, 24 " " - - - -	13 50

Please send Draft or Money Order and we will ship the day the order arrives.

RETURNED
Mar 11 '07
to Dunn
Cut Book No. 63
Page No. 19

The Pan-American Rotary

Sells on Sight



Most up-to-date Washing Machine on the market, and attractively finished. Circulars and prices sent by return mail.

SEND US YOUR ENQUIRIES FOR

Drilling Machines, Forges, Wheelbarrows, Washing Machines of all kinds, Butter Workers and Shipping Boxes, Blacksmiths' Machine Tools, Wagon Skeins

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA.

From "Torontonians as we see 'em"



W. G. HARRIS, Gen. Manager

HERE ARE TWO

BABBITT METALS

"IMPERIAL" 40c per lb.
No. 4 - 7c per lb.

"IMPERIAL"—No engine too large or particular but this metal will serve.

No. 4—Our lowest metal, for much light work is excellent value.

If you want to know what we know, let us know what you want to know.

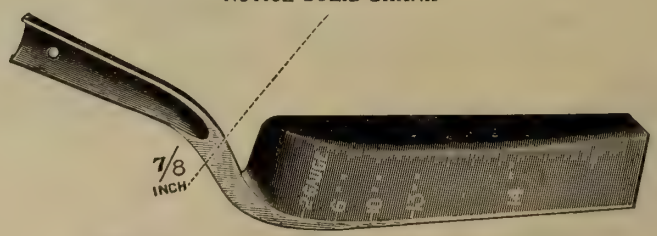
We are Babbitt Specialists

THE CANADA METAL CO.
TORONTO

BULL DOG
SHOVELS and SPADES



NOTICE SOLID SHANK



Sectional view of finished one piece shovel, showing gauge of steel or thickness at different points.



Canadian Shovel & Tool Company
HAMILTON, CANADA LIMITED



R 560
50 PIECE COMBINATION

"Round" Values

We need not argue "quality." For half a century our name and trade mark has been unquestioned guarantee of excellence.

But just a word about values. Our goods are made outright in our own factories and in quantities that enable us to offer you exceptional advantages. We are the largest makers of spoons and forks in the world.

Our prices cannot be beaten. Better let us send you quotations.

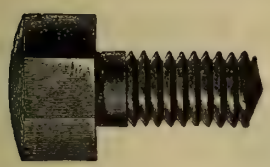
JOHN ROUND & SON, Limited

Coristine Building, MONTREAL

Telegraphs: "Rounds, Montreal."
Telephone: Main 1678.

ESTABLISHED 1847

Factories: Sheffield, England.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants, 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

CELEBRATED ## HEINISCH **SHEARS**

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 188 Chambers St
NEWARK, N.J., U.S.A.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

GALVANIZING AND TINNING

THE CANADA METAL CO.
TORONTO, ONTARIO.

WORK AND PRICES RIGHT

GALVANIZING

ONT WIND ENGINE & PUMP CO. LIMITED.

TORONTO, ONT.

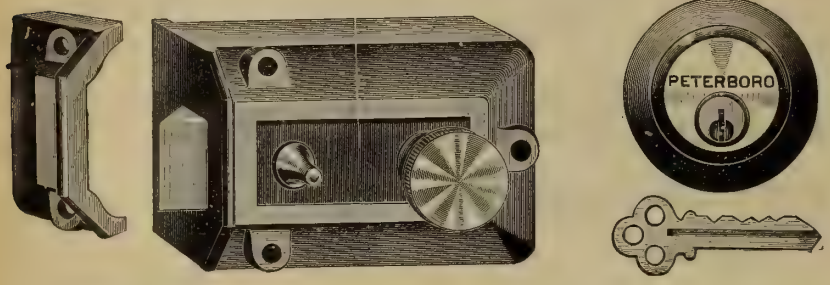
BRANTFORD "ASPHALT" AND "RUBBER" ROOFINGS

REGISTERED TRADE "B" BRANTFORD ROOFING CO. LIMITED MARK
BRANTFORD, CANADA

Made in Brantford, the home of good things. We have the best in this line—It's only a question of time when they will be generally used—Why lose time finding it out? Be in the march of progress—mail us a sample order.

SAMPLES—PRICES ON APPLICATION.

The Peterborough Lock Manufacturing Company, Limited



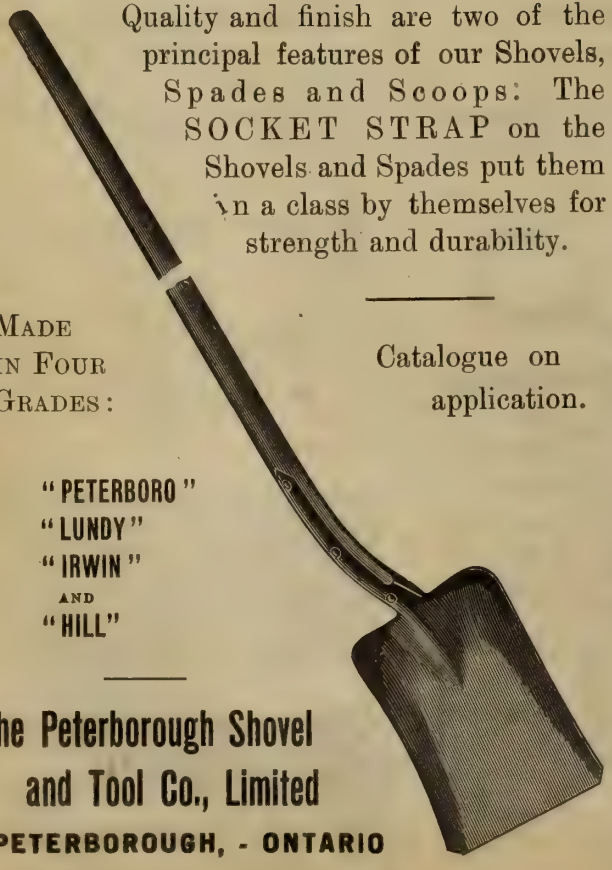
Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



Quality and finish are two of the principal features of our Shovels, Spades and Scoops: The SOCKET STRAP on the Shovels and Spades put them in a class by themselves for strength and durability.

MADE IN FOUR GRADES:

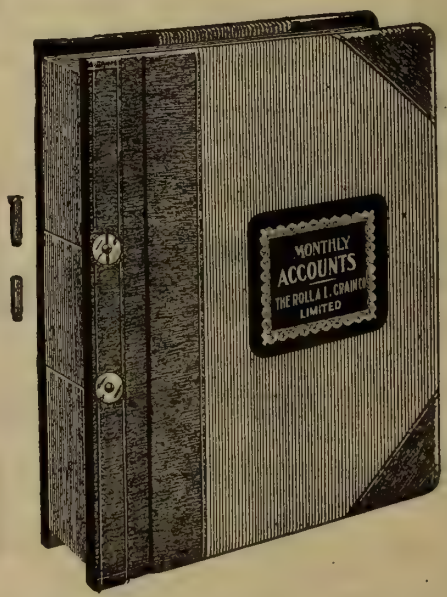
"PETERBORO"
"LUNDY"
"IRWIN"
AND
"HILL"

Catalogue on application.

The Peterborough Shovel and Tool Co., Limited

PETERBORO, - ONTARIO

AIDS TO CONTENTMENT



How often you hear the retail merchant say he would be perfectly contented in business if it were not for the credit system! Did it ever occur to you that you can to a large degree eliminate the credit business by having a simple method of rendering accounts? The

Crain Monthly Account System

is recognized as one of the greatest agencies to this end. By the use of carbon paper the same writing makes your day-book entry and charges the items direct to the customer's bill. It is simple, accurate and time saving.

Then render your accounts monthly and you will be surprised at the results. It is the nearest approach to a cash business.

Write us for information.

THE ROLLA L. CRAIN CO., Limited

OTTAWA, CANADA

BRANCHES AND AGENCIES:

TORONTO OFFICE—18 Toronto Street.
WINNIPEG OFFICE—Sylvester-Wilson Bldg.
ST. JOHN, N.B.—Schofield Bros.
MONTREAL OFFICE—74 Alliance Bldg., 107 St. James Street.
VANCOUVER, B.C.—White & Bindon.



Wilcox Parlor Door Hanger

No. 106

Absolutely Noiseless **Brass Bushed**
Adjustable Track **Roller Bearings**

Write for prices and full description

WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.

TO MANUFACTURERS' AGENTS :

HARDWARE AND METAL has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individua's open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

HARDWARE AND METAL

Montreal and Toronto.

Established 1795.

JOHN SHAW & SONS

Wolverhampton, Limited

Branches at
London,
Calcutta,
Melbourne,
Valparaiso, Havana,
Transvaal Colony, Etc.,
British Columbia.

GENERAL HARDWARE AND METAL MERCHANTS

COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

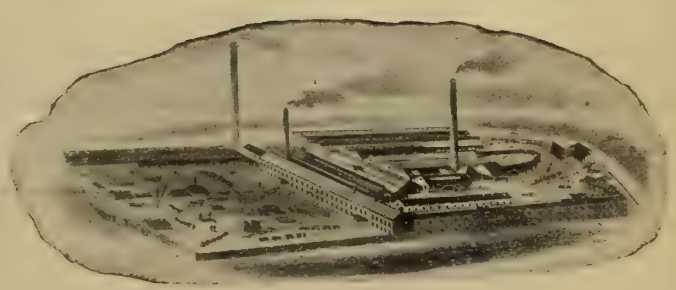
J. H. ROPER, Representative, - 82 St. Francois Xavier St., MONTREAL

John Summers & Sons, Limited

Hawarden Bridge Works, Shotton, Flintshire, England



Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



DEAD FLAT SHEETS, Black or Galvanized.

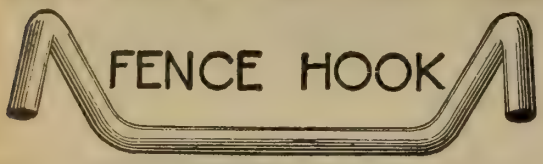
BEST and CHEAPEST for all kinds of work.

We are the largest makers and give you the

MAXIMUM QUALITY AT MINIMUM PRICES

Agent: F. Hankin, Montreal

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

WATERPROOF WRAPPING PAPER

TRADE MARK

This design a guarantee of quality.

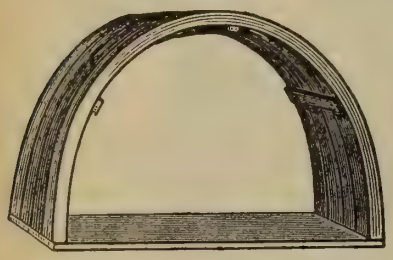
For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.

SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.



Mfrs. of HUBS, SPOKES and BENT GOODS

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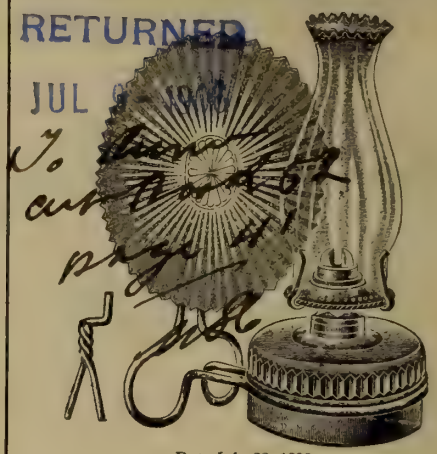
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Pat. July 26, 1898.

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflector.

Reflector is movable, permitting light to be thrown in various directions. The safe lamp fount is held secure by the spring of the wire. Finished in bright lustre.

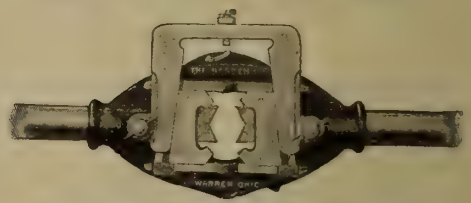
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This lamp akes a "B" Burner and Chimney.
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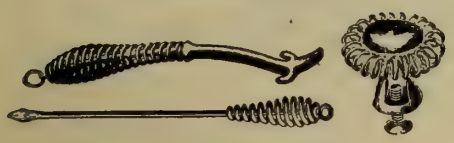
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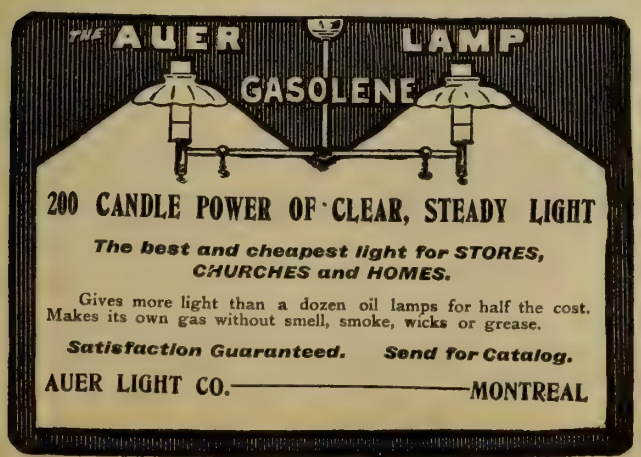
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For sale by all Leading Jobbers.

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Best English Bars, Hoops (W.I.W.), Sheets
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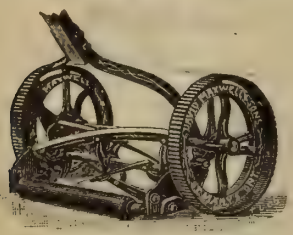
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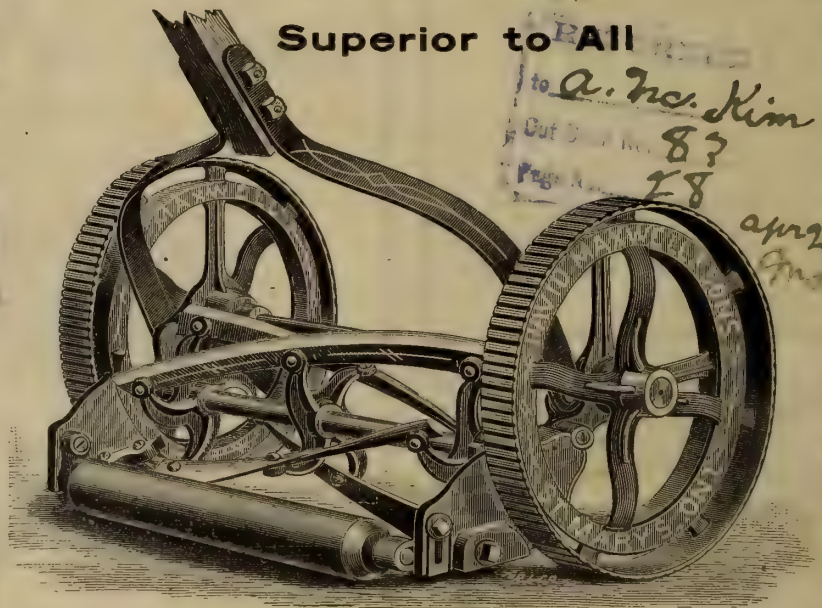
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Maxwell High Wheel



0½ inch. 4 knives; from 12 to 20 inch; made with ordinary or patent BALL BEARINGS.

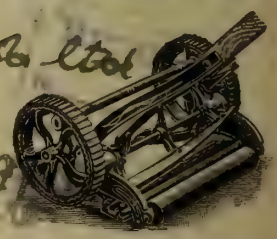
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8 inch. 3 or 4 knives; made from 12 to 18 inch. Quality and weight considered, no other cheap mower approaches it for value.

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These cow ties have stood the test for years.

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A complete line of all sizes ready for shipment.

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Dealers sometimes write us about

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Write us for particulars.

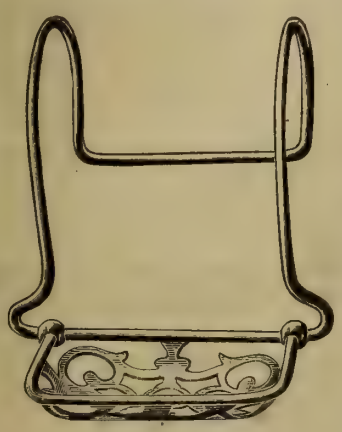
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Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

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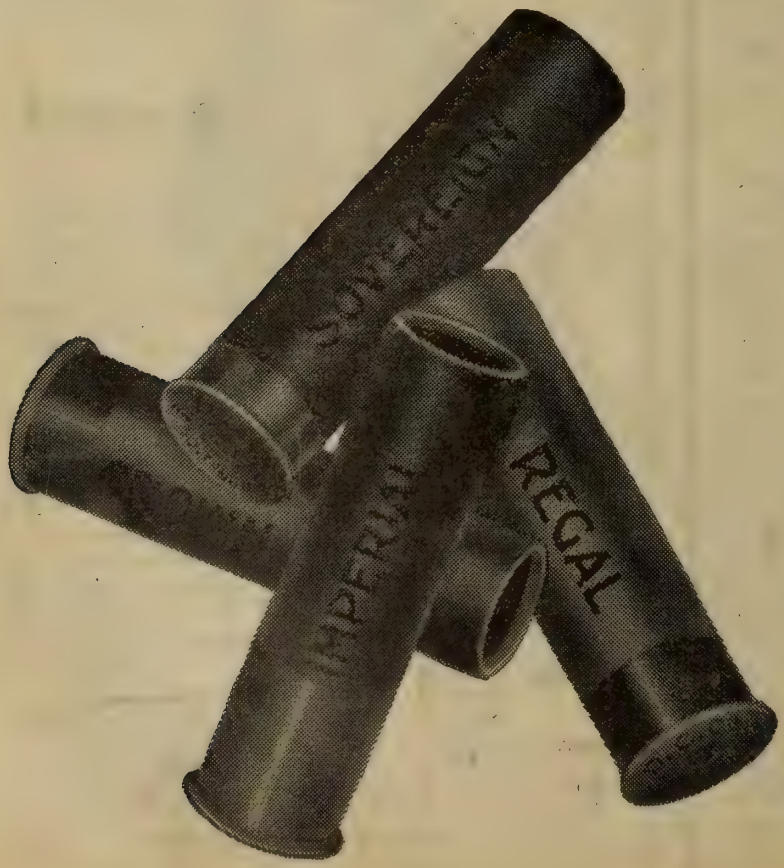
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When ordering ammunition through your jobber, specify "Dominion."

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Five of the long, hollow, corrugated, cast-iron sections, fire-pot sections removed.

8 to 16 of these sections in each Kelsey, and each section an independent Generator.

It is the interior construction of Kelsey Warm Air Generators that makes them more **powerful, efficient,** and **economical** than any other warming device.

Kelsey agents have something to talk about besides "How Cheap."

The Kelsey Generator is broadly covered by patents and nothing can be made like it in any important particular.

Experienced and competent Kelsey experts always available to lend the dealer assistance in estimating for and the closing of contracts.

"There's Only One Warm Air Generator"

30,000 Pleased Users

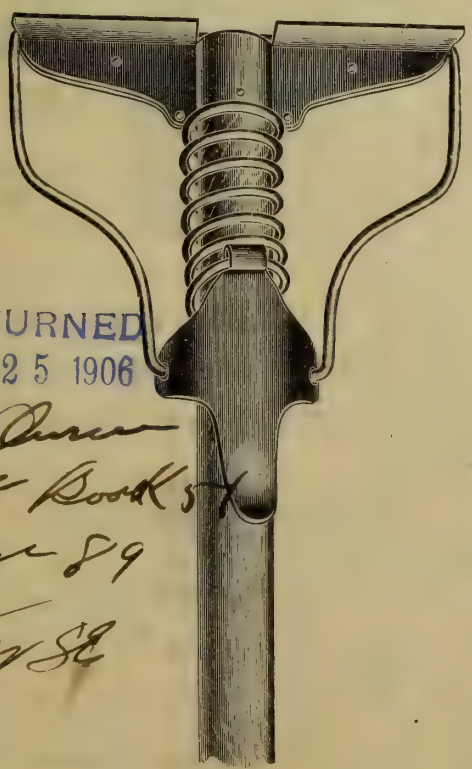
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Head Office and Works: BROCKVILLE, ONT.
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The "BEST" Mop



If your jobber cannot supply you, write us direct.

Insist on the "Best"

Do you handle Can Openers, Towel Rollers, Mincing Knives, etc ?

A Word to the Wise !

Do Not Substitute

Our attention has been called to the fact that several retailers have ordered "**BEST**" Mops and received substitutes.

It's to your own interests, and only fair to give your retail friend "**BEST**" Mops when he asks for them.

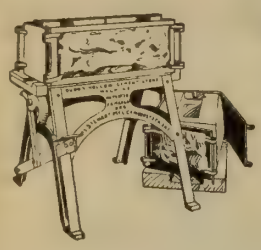
So take our little hint, and never substitute something that is "just as good as the Best."

The "BEST" is the Best
There's no getting 'round that.

Made by

The Cumming Mfg. Co., Limited

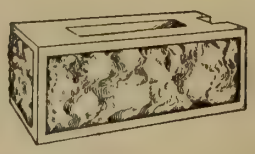
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The only bronze powder works under the British flag.

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Cables— "Machinery," Newport.

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Mantels, Grates, Tile, etc.

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SHELF AND HEAVY
HARDWARE

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We carry a complete stock in all lines and can supply you on short notice. Our prices are right.

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There's Money in Handling Lanterns

IF YOU HANDLE THE RIGHT KIND

Prism Dash Lanterns
are fitted with our patent Prism Globe, and white enamelled reflector — Japanned Blue — packed in cases, ½ doz. to case.

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COLD BLAST
"PRISM" - DASH
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50%
more light. An Ideal Lantern for Carriages, Waggons, Steamboats, Warehouses, Contractors' and Farmers' use.

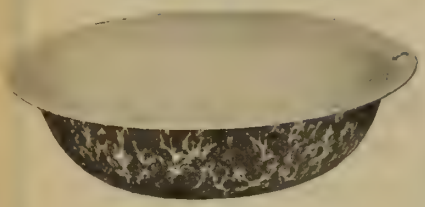
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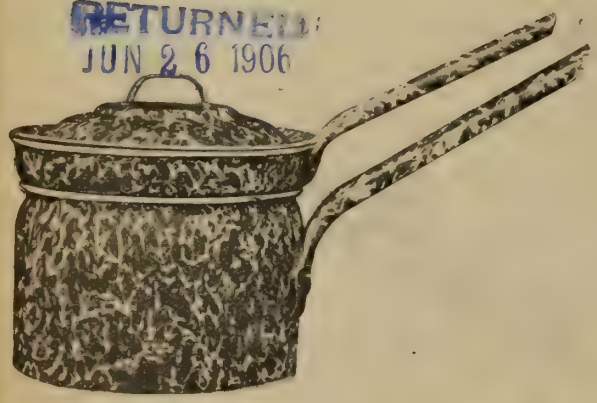
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MOTTLED BLUE OUTSIDE, ——— LIGHT BLUE INSIDE

THE PRICE IS RIGHT
WE CAN SHIP PROMPTLY
EVERY PIECE GUARANTEED

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YOU'LL LIKE IT; YOUR CUSTOMER WILL LIKE IT.

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DIAMOND ENAMEL WARE WILL BRING YOU TRADE AND HOLD IT.

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TORONTO, Canada

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The Kemp Mfg. & Metal Co., Limited
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EDMONTON, THE GOLDEN

A Century's Slow Growth and Recent Rapid Rise—The Place where the Saskatchewan and Alberta Boards of Trade Held Their Third Annual Convention.

Magnificently situated on a high bank overlooking a curve in the North Saskatchewan, it is small wonder that from the earliest visits of adventurous white men wandering far from the remotest confines of civilization, Edmonton's location has impressed all who visited it as a spot marked by nature for the site of a great city. The first impression of a visitor to Edmonton to-day is the natural grandeur of its situation.

It was more than a century ago, when the American Republic was still in swaddling clothes, when "Canada" meant Quebec and Montreal—in 1795, to be exact—when the Hudson Bay traders founded a trading station on the north bank of the upper Saskatchewan River and called it Fort Edmonton. Tradition has it that Edmonton was built to compete with Fort Augustus, a fur trading station which had been founded in 1788 by a rival concern known as the Northwest Trading Co. There is also a story to the effect that there was a third trading post in the vicinity known as the X. L. Trading Company, and if this be so it would seem that the rival merchants of a century ago were agreed as to the commercial advantages of the Edmonton location as a centre of communication. The railways of to-day seem to bear witness to the sagacity of the early traders.



C.N.R.R. DEPOT, EDMONTON.



Temporary Government Buildings, Edmonton.

Coming of the Boom.

It was almost a century after the Hudson Bay trading post was established that the "boom" struck Edmonton, following the building of the C. P. R. line north from Calgary. But the railway stopped short at the river, hesitating at the heavy expenditure a bridge across the broad Saskatchewan would entail, and the northern terminus of the road was, and is, the town of Strathcona on the south bank of the river. Until the entrance of the C.N.R. main line last Fall, Edmonton was without a railway, although freight trains were run across the bridge originally designed for vehicular traffic and foot passengers only.

The Gold Seekers.

It was not until the days of the Klondike rush that Edmonton attained to any particular importance as a business centre. A good proportion of the multitude of gold seekers outfitted in Edmonton. Experience proved that the route north from Edmonton was a very unwise one to take, but it is from the days of the early Klondike rush that Edmonton dates its present commercial importance.

The little trading post is now a substantially built city of at least 11,000 inhabitants. Real estate men estimate a larger population, but the conservative, hard-headed business men say there are at least 11,000 people in the city. Every train coming in from the south and east is crowded with newcomers and the growth of population has so completely outstripped the building operations that hundreds of people are living in tents. It is no speculator's dream that next Spring will probably see a population of 20,000.

Perhaps the best evidence of conservative business belief in Edmonton is the number of chartered banks that have located branches there. There are now eleven and others are projected. The banks already in Edmonton are the Montreal, Molsons, Merchants, Commerce, Hamilton, Imperial, Traders, Northern, Dominion, Union and Nova Scotia.

What is Behind it?

The growth and prosperity of Edmonton depend upon the resources, developed and undeveloped, of the surrounding country. Perhaps in all Canada there is no district possessing more forms of natural wealth. For miles in all directions there is an immense area of arable land capable of sustaining great agricultural and live stock industries. The town itself is built on a vast coal bed extending for miles up and down the river. On the banks of the Athabasca River there are known to be immense petroleum beds, expected to rival many of the largest in the United States. To the east of the Athabasca River are

salt mines of very large extent. Practically every real estate office in Edmonton—and their name is legion—displays samples of gold, copper, zinc, lead, iron, silver and galena brought by trappers and travelers from Northern Alberta. Up the Saskatchewan are timber limits of great extent as yet scarcely touched by the Edmonton mills, and north and west millions of spruce and pine in a country not yet even explored. Farther north is the fur-bearing country, a heavy consumer of Edmonton goods.

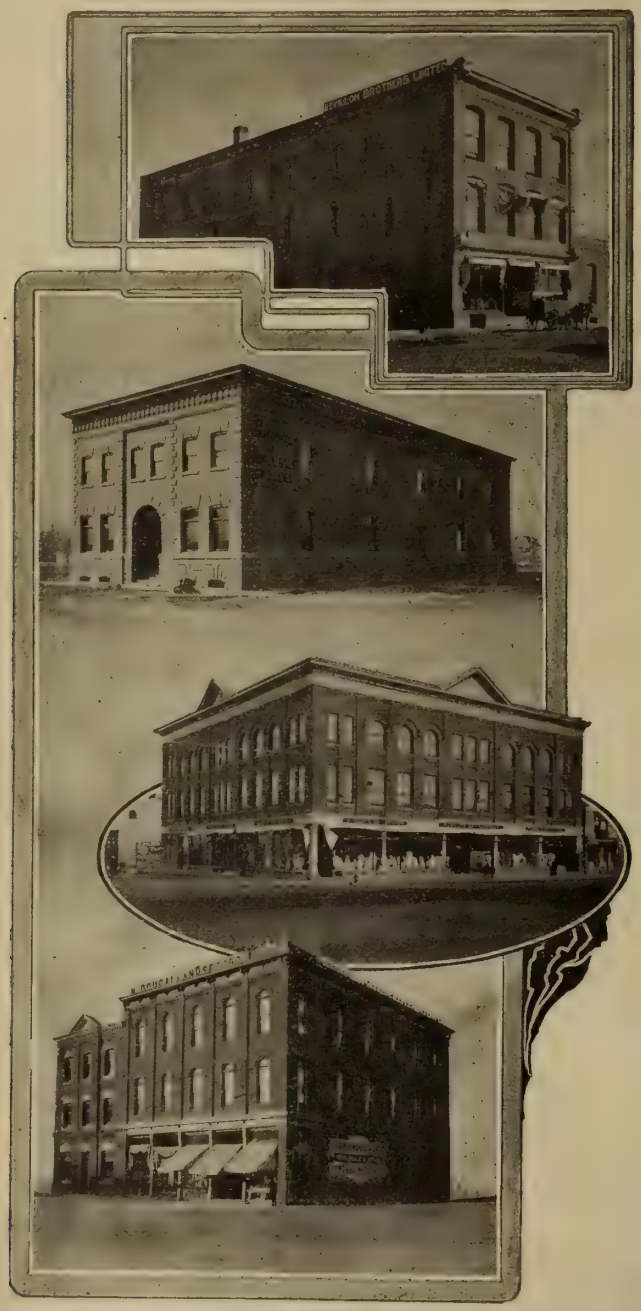
The Fur Trade.

The fur trade, which was the first to be developed in Edmonton is still, perhaps, the first in importance. For years it was the practical monopoly of the ancient and honorable Hudson's Bay Company, who, with their chain of trading posts, had an unequalled organization for handling this large and profitable business. But of late years opposition has appeared and the fur trade is shared now by Revillon Bros. and McDougall & Secord. Coming into the field only some half dozen years ago, the big French house of Revillon Bros. has already established a chain of trading posts and has become a formidable rival of the Hudson's Bay Company.

The writer believes he has discovered the secret of the wonderfully rapid success of Revillon Freres. The other day when being shown through the firm's big wholesale warehouse he was introduced to the young Mr. Revillon, who is at the head of the Edmonton business. He found him, not in his private office, but down in the fur-packing room, lending an efficient hand in an emergency in the none too pleasant work of packing muskrat skins in bales. This young man, an heir to the Revillon millions, shows the spirit which animates the Revillon family and has made of their immense business in Europe and Canada the great success that it is to-day.

Wholesale Houses.

In addition to their big fur trade, Revillon Bros. have established in Edmonton a big department store and a wholesale dry goods, grocery and hardware business which is doubling every



Some Edmonton Warehouses.



Three Edmonton Banks.

year. A visit to their wholesale warehouse is a revelation to the visitor, who never dreams of finding in Edmonton a wholesale establishment rivalling in every respect the big warehouses of Winnipeg and the east. He soon sees nothing impossible in the ambition of the firm to build up a wholesale trade that will rival that of the largest Winnipeg and eastern houses.

Revillon Bros., the Hudson's Bay Co. and Ross Bros. are extensive jobbers of hardware and heavy goods. Starting away back in 1880 as tinsmiths, Ross Bros. have steadily extended their trade until they have now one of the finest wholesale hardware establishments in the west.

Edmonton's wholesale interests are as yet only in their infancy, but they give promise of a great development in the early future.

Wonder if the people in Edmonton know where Strathcona is.

How many times did A. S. Noble remind the convention of the natural gas at Medicine Hat?

Too much credit cannot be given Secretary F. T. Fisher, of Edmonton, for his hard work during and before the convention. He was untiring in his efforts to render all possible assistance to delegates and press, and unfailing in his courtesy.

Much of the success of the convention this year was due to the fact that the delegates were nearly all notified in advance of the subjects to be discussed.

BUSINESS MEN'S PARLIAMENT

Saskatchewan and Alberta Boards of Trade in Third Annual Convention— Uniform Commercial Law—Cheap Power.

It is two years since the first convention of delegates from the boards of trade of Western Canada was held in Calgary on the invitation of the Calgary board, and largely as a result of the enthusiastic and persistent efforts of C. W. Peterson, the secretary. Mr. Peterson is an optimist, but probably even he did not expect to see the organization of which he is the father attain, in so short a time, its proud preeminence as the business men's parliament of Western Canada. That this preeminence has been attained by this organization in so short a time is due entirely to the high class of intelligence which, at all three conventions, has represented the western boards of trade, and to the serious way in which the delegates have always entered upon their duties, always remembering that weight would be attached to their decisions by the public men of the provinces concerned and by the general public. As was remarked in this paper one year ago in connection with the report of the convention held in Regina, it is an easy matter to understand the rapid development of the western towns when one has seen their business men.



A Majority of the Delegates.

A Single Association.

This association of boards of trade was formed before autonomy had been granted the western provinces and it was, accordingly, named the "Associated Boards of Trade of the Northwest Territories." A year ago it was known that there were to be two new provinces carved out of the old Northwest Territories, and owing to the vast extent of territory included there was at first a strong movement in favor of the division of the organization along provincial lines. Happily this was averted by a narrow vote, the result being in great measure due to the strong speech by the then Premier, F. W. G. Haultain, who, at the banquet, urged upon the convention that although there were to be two provinces, their commercial interests would always be much the same, and that accordingly it was greatly to be desired that there be some one body in a position to speak for the business men of the two provinces. The vote was close a year ago, but there was no opposition whatever in the convention last week to the resolution offered by the Regina Board of Trade in favor of continuing the present organization for another year. The Associated Boards of Trade of Western Canada will still continue to represent the commercial thought of the two provinces of Alberta and Saskatchewan.

It is unfortunate, perhaps, that some other name was not chosen, for the term

"Western Canada" is usually taken to mean the whole territory from the western boundary of Ontario to the Pacific coast. Manitoba and British Columbia are not included in the association, and the name is, therefore, slightly misleading. In the convention discussions Manitoba was, however, ably represented by Andrew Strang, the president of the Winnipeg Board of Trade, who was present by special invitation and who was accorded all the privileges of the convention except the right to vote.

OPENING SESSION.

The opening session of the convention was called to order Wednesday morning, June 13, by First Vice-President Hutchings. The first business was the appointment of F. T. Fisher, Edmonton; Wm. Cousins, Medicine Hat, and M. Barford, of Lethbridge, as a credentials committee. After a few minutes they reported the following in attendance:

Calgary—R. J. Hutchings, J. Emerson, Wm. Pearce, A. J. Stewart.

Cardston—D. S. Beach.

Edmonton—A. T. Cushing, Wm. Short, W. Dowsett, K. W. KacKenzie, T. W. Lines.

Lacombe—John McKenty, A. Urquhart.

Leduc—C. W. Gaetz, J. G. Tobin, E. C. Wells.

Lethbridge—W. C. Ives, M. Barford.

Milestone—R. S. Anderson.

Medicine Hat—Wm. Cousins, F. L. Crawford, A. S. Noble.

Melfort—W. W. Rutan.

Moose Jaw—Hugh McKellar, E. M. Saunders.

North Battleford—J. B. Ross, J. A. Gregory, J. T. Simpson, R. R. Earle.

Olds—A. E. Clemens.

Prince Albert—John H. Wilson.

Ponoka—J. A. Jackson.

Raymond—R. H. McDuffie, B. S. Young.

Red Deer—J. R. Cowell.

Regina—H. W. Laird, A. E. Boyle, P. McAra, Jr., W. McCausland.

Saskatoon—T. Copland, A. E. St. Laurent, W. H. McBeth, W. J. Davidson.

Stettler—Wm. Dunlop, Geo. Bentley.

Strathcona—D. H. McKinnon, J. H. MacDonald, O. Bush, W. H. Sheppard, W. J. Cluff.

Vegreville—Chas. Gordon, A. S. Thompson.

Winnipeg—Andrew Strang.

Brandon—J. L. Connell.

Dauphin—H. P. Nicholson, J. A. Campbell.

Lacombe—M. J. MacLeod.

Regina—W. G. Pettingell.

Wetaskwin — W. J. Loggie, V. C. James, J. Fowler.

The following boards of trade are members of the association but were not represented at the convention: Balgonie, Brandon, Cardston, Caron, Dauphin, Cardston, Caron, Davidson, Grenfell, Indian Head, Lumsden, Macleod, Rouleau, Wapella, and Weyburn.

Vice-President's Address.

Owing to the lamented death some months ago of President Thomas Tweed, of Medicine Hat, the chair was taken by First Vice-President R. J. Hutchings, of Calgary. In opening the convention Mr. Hutchings spoke as follows:

"Gentlemen: It is with a great deal of pleasure that I rise to open the proceedings of the third convention of boards of trade delegates. At the same time this pleasure is mixed with regret; as I look over the faces of those who are present to-day, I am once more reminded of the irreparable loss which our convention has sustained in the death of our late president, Mr. Thomas Tweed,



The Late Thos. Tweed, Last Year's President.

of Medicine Hat. Those of you who, like myself, attended the first convention at Calgary, and the second convention at Regina, at both of which Mr. Tweed was unanimously chosen president, will be able to realize, in a measure, the extent of our loss.

The New Arrivals.

"Since we last convened at Regina a great many changes have taken place in our country. Thousands of people who were then residents of various parts of the world are now good citizens of Saskatchewan and Alberta, and our country has gained such widespread publicity that hundreds of thousands of eyes are at present turned towards our great Canadian west. The present good crop outlook is the means of making our country more favorably known than ever before. The rapid agricultural development of the new provinces during the past few years has been truly wonderful and has established a record never approached elsewhere. Our crop production has doubled and trebled, and everything points to an even more astounding development in the future.

"The only cloud on the horizon seems to be the continued depressed condition of the beef market, and it is to be sincerely hoped that this convention may be able to take steps that will lead to a better understanding and the restoration of confidence. I am pleased to see that a resolution is to come before the convention on this subject.

Question of a Name.

"Our old name, 'Associated Boards of Trade of the Northwest Territories,' has outlived its usefulness as a consequence of the granting of provincial autonomy to Alberta and Saskatchewan, and it will be necessary for you to decide upon a new name, or names, as the case may be, before the convention adjourns. This perhaps will involve a consideration of the future scope of the organization.

"You have all no doubt received a copy of the memorandum of resolutions which will be presented to the convention, so that it is unnecessary for me to comment upon the large amount of business which is before you, the resolutions numbering about forty-five. The fact that there are so many subjects to be dealt with is ample evidence of the usefulness of this organization. At the first convention 67 delegates convened; 74 representatives attended the second convention, and if all attend who promised to come we shall have fully 100 at the present meeting.

Value of Getting Together.

"It appears to be almost impossible to estimate the value of an annual convention of this nature, representing as it does the business interests of this vast country. It must necessarily establish a strong bond of fellowship between the various towns and cities represented and materially assist us to acquire a broader, more intelligent and more sympathetic view of the commercial and economic conditions as they exist throughout the country, and I feel confident that the result of the deliberations of this body from year to year will have a very material effect is establishing a good, sound commercial and social life in our fair Canadian west.

"It is with very deep regret that I announce to you the unavoidable absence of Mr. C. W. Peterson, secretary of the Calgary Board of Trade, on account of the very serious illness of his esteemed wife. Mr. Peterson, I may say, may be called the father of this organization, as it was through his efforts that the first convention was so successfully conducted. I am sure that you will all join with me in extending

him our deepest sympathy in his present trouble, and hope that Mrs. Peterson may be speedily restored to health again.

Hope for Harmony.

"In conclusion, I trust that this convention may be characterized with the same spirit of harmony as that which prevailed at Calgary and Regina, and that your deliberations on the various important questions that will be brought before you will be of lasting benefit to the country. I also desire to take this opportunity of thanking you for the honor you have done me in appointing me chairman of this important gathering, and to express my hearty appreciation of the efficient manner in which the organization work of this convention has been carried out by the Edmonton Board of Trade.

"I wish you all unbounded prosperity and a safe return to your homes."

At the conclusion of Mr. Hutchings' address a vote of thanks to him was carried on motion of Andrew Strang, of Winnipeg.

A Good Man Gone.

W. C. Ives paid a glowing tribute to the late Thos. Tweed's many admirable qualities of head and heart, styling him a true representative of the best qualities of the men of Western Canada.

On motion of Hugh McKellar, of Moose Jaw, a letter of condolence was ordered to be sent to the relatives of the late president.

The New Officers.

A finance committee consisting of Messrs. Short, of Edmonton, Pearce, of Calgary, and Laird, of Regina, was appointed, and the convention then proceeded to the election of officers, which resulted as follows :

President—R. J. Hutchings, of Calgary.

First vice-president—Thomas Copland, of Saskatoon.

Second vice-president—P. McAra, of Regina.

Secretary—F. T. Fisher, Edmonton.

Alcohol Duties.

Cheap power is the object for which most western municipalities are striving and one phase of the question was brought up by the Regina board's resolution submitted by A. E. Boyle, secretary, who sees great possibilities in wood and grain alcohol. The resolution stated that the question of fuel was a serious one, that the cost was steadily rising ; that the United States Congress had removed the duty from denatured alcohol ; that alcohol could be manufactured for 10c. a gallon from many by-products in Canada ; therefore be it resolved that the Dominion Government be urged to abolish all taxes levied on denatured alcohol.

Fight With Standard Oil.

Mr. Boyle explained that denatured alcohol meant pure alcohol diluted with methylated spirits to make it unfit for use as a beverage. The action asked for was not new, as it had recently been adopted by the United States Congress and Senate after a long up-hill fight in which the measure was opposed by the Standard Oil Co., who saw in it a blow at their monopoly, since the alcohol could be used instead of oil for fuel.

"The taxes at the present time really amount to about $3 per imperial gallon," explained Mr. Boyle, "whereas alcohol can be manufactured from grain at a cost of about 25c. per gallon and diluted with wood alcohol (made from sawdust) costing about 7 cents per gallon to produce. At this cost of production denatured alcohol can be economically used as fuel for the production of heat and power, whereas under the present taxes its use is prevented except in a very limited way. By removing this tax we can have at our doors the most economical fuel that it is possible to have in Western Canada.



R. J. Hutchings, Calgary, the New President

From Waste Material.

"Moreover, this fuel may be obtained from materials which, at the present time, are entirely wasted. Decaying vegetables, frozen wheat and other vegetable matter now a total loss can be used to make grain alcohol and this grain alcohol can be then combined with wood alcohol made from sawdust that is now entirely worthless."

Mr. Boyle concluded his remarks by reading an extract from the Scientific American of June 2, in which it is stated that denatured alcohol furnishes an inexhaustible and economical supply of fuel.

The Drink Danger.

The motion was seconded by P. Mcgently, as very few of those present understood the differences between the various kinds of alcohol. He thought it would be dangerous to have this alcohol in the country and in support of his contention referred to the recent death of a number of Indians from drinking Florida water. He thought the whole matter should be referred to a body of scientists to be dealt with.

A. S. Noble, Medicine Hat, said the speech of Mr. Copland reminded him of the objections urged against the locomotive, that it would kill the cattle. Stevenson had replied, "So much the worse for the coo" ; similarly he would say that if people drank denatured alcohol, so much the worse for them.

Progress in Germany.

"Germany," continued the speaker, "is the great centre of modern scientific research and for years the best minds of that country have been looking into the question of cheap power. They have investigated the briquette (made of peat, sawdust, etc.) and they have found it unsatisfactory. Finally someone suggested alcohol and various experiments were accordingly made. It was found that the much despised potato will produce great quantities of alcohol and a very profitable market for the potatoes of the German farmer has accordingly been found. By intensive cultivation he can grow 300 to 400 bushels of potatoes per acre, which is double the Canadian production.

"For the use of this alcohol Germany has evolved the most economical motor in existence and cheap power has been attained thereby."

Hugh McKellar, of Moose Jaw, thought the supporters of the motion were dealing in mysteries about which the delegates knew nothing, and he therefore opposed the resolution.

T. A. Lines, Edmonton, thought this the most important question before the convention and he was surprised to hear it referred to as a mystery. The recent passing of an act in the American Senate abolishing the taxes was the result of a long up-hill fight against the Standard Oil forces, and he thought that this fight was pretty well known.

"Gallon for gallon," he continued, "denatured alcohol is almost as good for motive power as is gasoline. I have this on the authority of the Scientific American. It can be produced at much less cost than gasoline as it is produced from refuse which otherwise would be wasted entirely. The arguments against the resolution are purely sentimental."

On a vote the resolution was carried,

Hugh McKellar, of Moose Jaw, alone dissenting.

Law Amendment.

The meeting then received the report of the law amendments committee appointed last June. The report stated that owing to the creation of the new provinces it had been thought well to divide the committee, and Hon. Ex-Chief Justice McGuire of Regina and H. F. Mylton, of Regina, had devoted their attention to Saskatchewan and R. J. Hutchings, of Calgary, and Wm. Short, of Edmonton, to Alberta. The report of last year's committee on law amendments had been printed separately and sent to the members of the provincial legislatures. Messrs. Hutchings and Short and Barrister L. M. Johnstone, of Lethbridge, had interviewed the Premier and the Attorney-General of Alberta to urge upon them the enactment of legislation to carry out the convention's recommendations. The proposals had been considered reasonable but it being the first session of the new legislature the ministers did not think it possible to bring in the legislation desired this year. The deputation had suggested a commission to consider suggestions for consolidation and amendment of the statutes. The only result thus far was the enactment of a provision requiring the registration of a caveat to enforce an agreement of sale. The committee therefore recommended that last year's report be again adopted.

Need for Uniformity.

Regarding uniformity of commercial law in the two provinces, the committee recommended that a joint commission be appointed by the two governments to report upon the consolidation and amendment of the laws. In that way uniformity would be secured. The appointment of a committee from both provinces to arrange concerted action by boards of trade and the presentation of views at the various centres where such a commission if appointed would sit in order that the views presented might be on fairly parallel lines, was recommended.

Of the First Magnitude.

In moving the adoption of this report William Short, of Edmonton, said that nothing more important could come before the present convention. The new provinces were starting with a clean slate, as no vested interests had grown up around legislation; consequently it was important that a wise start should be made. The committee therefore suggested the appointment of a strong commission from the two provinces to take in charge the codification of the commercial law and to receive suggestions from the various boards of trade as to the amendments desired.

The adoption of the report was seconded by K. W. MacKenzie in a brief speech, and after a short discussion participated in by W. C. Ives, Wm. Short and D. H. McKinnon, the convention adjourned, on motion of Thomas Copland, until 2 p.m.

Corking the Natural Gas.

When the convention met again Chairman Hutchings suggested that, in order to expedite business, the mover of a resolution should be limited to 10 minutes, and all other speakers to 5 minutes each; and this was agreed upon, a formal motion being offered by Wm. Pearce, Calgary, and K. W. MacKenzie, Edmonton.

Mr. Hutchings then briefly reviewed the report of the standing law amendments committee. The main feature was the recommendation that the Governments of the two provinces should appoint a commission whose duty it would be to codify the existing commercial law and consider amendments offered by the boards of trade. This, he thought, was a good suggestion, as business men might spend a month on the matter and be little further ahead. It was suggested that the boards of trade act in concert in placing recommendations before the commission, should it be appointed.



A. T. Cushing, President Edmonton Board of Trade.

The report was then adopted.

P. McAra, jr., of Regina, then brought in the following resolution on behalf of the Regina Board of Trade:

"That the Associated Boards of Trade of Western Canada continue as at present constituted for the year 1907."

Mr. McAra said there were many reasons for continued unity and no good reasons for division. Looking down the long list of resolutions, he was sure that the two provinces were equally concerned in them, and it was important that there should be some one body competent to speak on behalf of the commercial interests of the west. It would be noted that the resolution spoke only of 1907; that was because the time might come yet when division on provincial lines would be advisable, but that time had not yet come.

When the motion had been seconded by H. W. Laird, of Regina, Andrew Strang, president of the Winnipeg Board of Trade, raised the question of the name given the organization, claiming that it was misleading as the two provinces of Manitoba and British Columbia are not included. Messrs. Copland and McKellar did not see it that way, and after a short discussion the question of name was dropped and the resolution carried.

Canadian Measure Standards.

In championing the resolution from the Strathcona Board, "That the Dominion Government be requested to pass legislation compelling all imports of goods to be marked according to Canasian standards," J. H. Macdonald said it had reference particularly to liquids. "We use the Imperial measure in Canada," he said, "while the wine measure is used in the United States. The result is that a comparison of quotations is always to our disadvantage, as only a few consumers are aware of the difference. Lubricating oils are sold in large quantities by American firms to the foreign population in the Canadian West, who do not appreciate the difference in standards of measurement. As a remedy it was, therefore, suggested by the Strathcona Board that all packages be marked by the customs authorities showing the quantity in Canadian or Imperial measure." The resolution was seconded by another Strathcona delegate.

M. Barford, of Lethbridge, contended that the provision asked for was already on the statute books, although, perhaps, not enforced very strictly. After some further discussion by Thos. Copland (Saskatoon), Hugh McKellar (Moose Jaw), and Andrew Strang (Winnipeg), the motion was finally amended and adopted as amended. In its final wording it reads as follows:

"That the Dominion Government be requested to enforce legislation compelling all imports of goods to be marked according to Canadian standards of weights and measures."

Redemption of Bank Notes.

P. McAra, jr., Regina, seconded by W. Cousins, of Medicine Hat, moved:

"That the Dominion Government be asked to nominate, in each of the new provinces, a point of redemption for bank notes, and appoint deputies of the receiver-general to reside at such points."

After a short discussion this resolution was lost on a vote.

Commercial Legislation.

On motion of R. R. Earle, North Battleford, and Wm. Short, Edmonton, the following resolution was, after a short discussion, carried unanimously.

"Resolved that it is desirable on behalf alike of mercantile interests and of those people who are obliged to struggle to establish and maintain homes that the laws relating to exemption from seizure should be amended in such manner as to render a personal promise to pay a debt incurred for actual necessaries a more valuable security than it now is, by providing that none of the provisions of such laws shall be available to defeat any such claim, and that the executive of the Associated Boards of Trade of Western Canada be requested to urge favorable consideration of this resolution upon the legislative bodies concerned."

The preamble to the resolution set forth that the present law made it imprudent for merchants to give credit without requiring a pledge of personal property otherwise exempt; that thereby competition was lessened for a class that should be benefitted by it, and that experience had shown that the present operated more as a hindrance than as a help to those it was designed to benefit.

Teachers' Salaries.

E. M. Saunders, Moose Jaw, strongly championed a resolution in favor of a higher scale of remuneration for teachers, in order to obtain a higher degree of efficiency in the public and high schools by securing and retaining the best teachers in the profession.

In support of his resolution, Mr. Saunders stated the maximum and minimum salaries paid to teachers in a number of centres in Alberta and Saskatchewan, easily establishing his contention that salaries are ridiculously low. He thought this one of the most important resolutions under consideration, as it could not be expected that such salaries would retain the right class of teachers, and the west was vitally interested in the sound education of its children.

The resolution was seconded by Hugh McKellar, of Moose Jaw.

J. A. Gregory, of North Battleford, pointed out two practical methods of raising salaries. The first had been adopted in North Battleford, where the trustee board, when advertising for a teacher, now stated the salary offered, and no longer followed the old practice of putting teachers up at auction. The second remedy, a more radical one, was for the Government to fix a scale of salaries.

K. W. MacKenzie, Edmonton, sympathized with the underpaid teacher, but was not sanguine as to the results of fixing salaries by legislation. He was convinced that few ambitious men or women would stay in the teaching profession, no matter what the salary paid, and a good salary would retain in the profession a few who would be a disgrace to it.

D. H. McKinnon, Strathcona, supported the resolution, citing the case of his native Province of Nova Scotia, which had been compelled to adopt a minimum scale of salaries fixed by law.

The resolution was carried.

Cattle Embargo.

T. W. Lines, Edmonton, introduced a strong resolution dealing with the embargo on Canadian cattle entering the British Market. It pointed out that the statement that Canahian cattle were infected with contageous diseases



P. McAra. Jr., Mayor of Regina.

had been repeatedly refuted; that countries of Continental Europe zealous in protecting their cattle herds had not put an embargo on Canadian cattle; that it had been alleged the embargo was for the protection of United Kingdom cattle raisers from Canadian competition rather than for protection from disease, and that such authoritative condemnation of Canadian cattle worked a serious injury to one of Canada's most profitable industries. The resolution then calls upon the Imperial Government to make definite official declaration as to the reasons for maintaining the embargo. The resolution continued:

"If it should be declared that those regulations are solely for the purpose of protection against the introduction of contagious diseases, then His Majesty's Government should be urged, as a matter of equity, to the appointment of a commission of veterinary experts chosen from the United Kingdom, from Canada, and from other self-governing colonies, who will investigate the matter, and whose conclusions will determine the maintenance or repeal of the regulations complained of. If it should be stated that such embargo is maintained only as a protection against Canadian competition, then the injury now done to the reputation of Canadian cattle would be removed, and the right of the United Kingdom to adopt such fiscal policy as seems best to His Majesty's advisers would not be questioned."

Government's Plain Duty.

Mr. Lines said there were only two questions to be answered. First, "Is there good and sufficient reason, because of disease, to keep out our cattle?" and, second, "If this reason does not exist, will the British Government remove the embargo?" There should be an investigation to show whether or not there was disease among Canadian cattle. He was confident that expert evidence would show conclusively that there is no disease, and in that case it was the plain duty of the British Government to remove the embargo or to acknowledge that it was imposed for protective purposes.

A. T. Cushing, Edmonton, seconded the resolution.

J. R. Cowell, Red Deer, said he would speak from the viewpoint of the Englishman. He had spent the greater part of his life in the British Isles, and he knew it was absolute gammon to pretend that the English Government kept out Canadian cattle because of disease. "No one over there," he continued, "thinks for a minute that Canadian cattle have pleuro-pneumonia. Everyone understands that the embargo is there for protective purposes. It is simply a dose of the protection we have here, the only reason for the embargo being a desire to protect the British farmers. That is all, and it is well understood. As a life-long free trader, I regret the embargo, and believe that it is very injurious to the best interests of Great Britain. But we have no reason to complain, as we are simply getting a dose of our own protective medicine."

Andrew Strang, Winnipeg, agreed with the last speaker that the real reason for the embargo was a desire to protect the British farmers. The matter had occupied the attention of the Winnipeg Board several times, and the Ottawa Government has made repeated representations on the subject to no avail. The resolution had the sympathy of the Winnipeg Board.

Cattle Shippers Unfair.

W. C. Ives, Lethbridge, in a stirring speech, said that he had a resolution from his board which related very closely to this subject. His resolution was

in favor of the Government of Alberta taking up the export of live stock on behalf of the people of Alberta. The Alberta cattle men were in the hands of two large buyers, one in Calgary and the other in Winnipeg, and they didn't get a fair price. Those cattlemen who shipped to England themselves obtained much higher prices. He would ask the mover of this cattle embargo resolution to incorporate the Lethbridge resolution in his own.

Mr. Lines was not willing, and the subject was dropped.

Canada Not an Exception.

W. Dowsett, Edmonton, brought up the point that cattle from all countries are under the embargo. Canadian cattle are not singled out.

Wm. Pearce, Calgary, said he was in sympathy with the resolution, but he did not agree with the statement that serious injury was being worked the Canadian cattle trade. In so far as the embargo resulted in the establishment of Canadian packing houses, it was not a bad thing for Canada. He would move that the resolution be referred back to the resolutions committee.

J. A. Jackson, Ponoka, seconded the motion of Mr. Pearce, adding that "all we can do is ask the British Government to remove the stigma of disease from our cattle."

The motion carried and the resolution was referred to the resolutions committee to be re-drafted.

Fruit Inspection.

W. J. Cluff, Strathcona, brought in a resolution from his board that the Dominion Government be requested to appoint a fruit inspector for the Provinces of Alberta and Saskatchewan. At least this is the form in which the resolution was finally passed; in its original form it applied only to the Province of Alberta.

Mr. Cluff said the people of Alberta and Saskatchewan were large consumers of apples and other fruit, and frequently they suffered from the poor quality of fruit supplied them. There was a fruit inspector in Vancouver, but he can not do justice to the big territory in his charge; the two provinces needed an inspector of their own. The resolution was seconded by O. Bush, of Strathcona.

Wm. Pearce, Calgary, thought the resolution should be amplified a little, but was in sympathy with its purpose.

The resolution was carried.

Good Roads.

T. W. Lines, Edmonton, introduced an important resolution, which proved of a contentious nature. It related to good roads, and after pointing out the importance of means of communication, the fact that present methods were temporary, and that permanent improvements would effect a great saving of public funds, resolved:

"1st. That the Government should be requested to provide for the appointment of good roads commissioners throughout the province, under whose direction all local improvement taxes should be expended, and

"2nd. That a comprehensive plan be adopted with a view to providing by means of debentures charged upon the lands benefited, such roads as shall be permanent and shall be available in any season of the year and in all seasons, irrespective of rainfall."

Good Work Had Been Done.

Mr. Lines said he was merely seconding the efforts of the 1904 convention, at which a similar resolution was passed and following which the various boards of trade throughout the west had taken the matter up with good results in many localities.



Hon. Ex-Justice McGuire, Retiring 2nd Vice-President.

He urged that there was an absolute necessity for immediate scientific effort, and he was firmly of the opinion that the work should be under the control of the Government, as the present system of statute labor had proved an utter failure.

In purely grain-growing sections there was an immense loss to the farmer because of bad roads. The average farmer, in order to market 1,000 bushels of wheat, had to make an average of 16½ trips and travel say 165 miles; that was, he was unable to carry a full load because of bad roads, and the aggregate loss was something immense. Ontario had probably the best roads in Canada, and yet it was estimated that the annual loss in that province from bad roads was at least $19,000,000 per year. In all provinces the movement for good roads was pronounced. Statute labor having proved a failure, the road making should be undertaken by the Government.

Railroads Versus Common Roads.

Wm. Short, Edmonton, seconded the resolution and in doing so said he had followed carefully for several years the discussion of this subject in the magazines and newspapers. It had been said that the United States Federal Government had spent $150,000 for common roads and $400,000,000 for railways; and about the same proportion would be true in Canada although 10 men used the highways directly for one who used the railway directly.

"There can be little doubt," continued the speaker, "that most of the money and labor spent on road-making is wasted under the present system. Very little more expenditure per annum would be required to give us good roads if the money were wisely spent by a special committee of experts. And just think of it, gentlemen, a really good road will last forever, as we can see from the durability of the old Roman roads in England. That being so, we can afford to spend money in road-making. Suppose we spend $50 per quarter section, why, it would come back to us almost immediately in the increased value of the land. But if you want that money spent wisely you must have it spent by an expert who understands road-making."

Specially Constructed.

Wm. Pearce, Calgary, offered a suggestion that the resolution be amended to read "specially constructed" instead of "paved" roads and this was agreed to by the mover.

B. Young, Raymond, called attention to the advisability of a recommendation in favor of the use of wide-tired vehicles. These would preserve good roads indefinitely.

O. Bush, Strathcona, didn't believe in road commissioners. "The experience of the Province of Ontario," he insisted, "shows that the money spent by commissioners is wasted in graft and doesn't go to the roads."

Replying to Mr. Short, he pointed out that Alberta lacked stone and gravel and therefore could not make Roman roads. It would be a good road that would last five years. In Ontario the best results were obtained by having short stretches of road built by Government experts as an example to the farmers. Lectures on road-making were also a great assistance.

Any Change Would be Better.

T. W. Lines, Edmonton, admitted the possibility of graft but didn't think it should be considered very much. At all events nothing could be worse than the

present system. Wm. Short pointed out that it was not intended to have the commissioner spend the money himself; he is merely to direct the expenditure into proper channels.

Thos. Copland, Saskatoon, rose with a very pertinent inquiry. Did the convention propose to ask the Government to say how people in municipalities are to spend their own money? Surely this was contrary to British practice.

"If people pay taxes," he continued, "they have a perfect right to make blunders with their own money if they want to. People wouldn't stand for Government dictation in a matter of this sort. Either let the commissioner act entirely in an advisory capacity or let the Government take over road-making altogether."

W. C. Ives, Lethbridge, took objection to the last clause in the resolution as being quite impractical and finally the whole matter was referred back to the resolutions committee with instructions to report at the evening session.

Law of Agency.

W. Short, Edmonton, moved that because of the great amount of business transacted in the west through agents, the measure of whose authority there was no convenient method of ascertaining, therefore "it is desirable that, on the one hand, corporations and others doing business in the west should be compelled to give protection to the public by clear disclosure of the extent of the agent's authority, readily accessible to the public at large, and, on the other hand, that the agency should be laid down by positive legislative enactment, and to this end the law of agency should be codified."

Mr. Short spoke briefly in support of the resolution, urging the importance of dealing with agents who had power to bind the corporations they represent.

After a short discussion the resolution was carried.

Markets for Agriculture.

Wm. Pearce, Calgary, introduced a resolution looking to better marketing of agricultural products. It set forth in preamble that the west depended solely upon agriculture; that the opening of markets was not keeping pace with production; and that prices were decreasing while cost of production was increasing. The resolution then urged upon the Dominion and Provincial Governments the establishment of bureaus of information and statistics relating to agriculture. The duties were thus classified: (1) Gather and compile statistics; (2) investigate and report upon values of agricultural products in foreign markets; (3) compare foreign with domestic values and estimate the profits of middlemen; (4) investigate alleged inadequate transportation facilities and excessive transportation rates; (5) inquire into improved methods of placing agricultural products on the market.

In support of his resolution, Mr. Pearce spoke in part as follows:

"The resolution which I have been requested to introduce is under the head of markets for agricultural products. I think that might well be broadened so as to include all the necessaries required by the agricultural population; at least to obtain statistics as to their cost and selling price. I would include among such necessaries fuel, building materials of all kinds, clothing, and the prime necessaries of life such as meats, flour, sugar, etc., etc.

A Practical Age.

"This age has been termed by many a practical age. To be practical we require knowledge; the more comprehensive and concrete our knowledge, the more practical will we be. All the great commercial nations of the world are continually gathering statistics relating to commerce. The Germans, who have perhaps made greater strides in the way of trade and commerce since 1870 than any other nation, are, par excellence, a people of statistics.



Wm. Trant, Regina, Retiring Secretary.

"One cannot conceive how the best possible progress in amelioration of grievances or in the development of the country can be attained without full and complete statistics.

"The other day in Calgary I was told that the price of mutton by the hind quarter was 18c. per lb. With a discount of 5 per cent. for cash, this is about 17c. per lb. Probably that is not an undue profit, but it would be interesting to know how much of the price the grower of the mutton received, what went for slaughter, sale, etc. The same question arises regarding beef, pork, veal, eggs, poultry and many other things which enter into daily consumption.

Publicity a Corrective.

"Coming now to the large question of exports, it is plain that the same data are required. In the case of meat shipments we need to know what the producer receives, what the transportation companies receive and what the dealer receives. With such data at our command, we can at once discover the cause and probably apply the remedy if there is anything wrong with the handling of the trade. Without such data one is groping in the dark.

"Publicity is an effective remedy for most evils. Once having the facts collected and a good system adopted for illustrating them, the maintenance of the bureau outlined in this memorial would not be very expensive; but no matter what it cost it would be well worth while."

At the conclusion of Mr. Pearce's speech a resolutions committee was appointed consisting of Messrs. Pearce, McDuffie and Laird. The convention then adjourned for dinner.

At the opening of the evening session President Hutchings congratulated the convention on the businesslike way in which it was getting through the program of resolutions.

Cattle Embargo Again.

The committee on resolutions then presented an amended cattle embargo resolution which read as follows:

"Whereas, for some years past the introduction of live cattle from Canada into the United Kingdom has been forbidden, except for slaughter within ten days after arrival on the soil of the United Kingdom, for the alleged reason that Canadian cattle are affected with contagious diseases, although such assertion has been repeatedly refuted by those who are believed to be qualified to give a correct opinion and the honesty of whose opinion has never been questioned;

"And whereas, from the utterances of several leading public men in Great Britain and from the debates in the Imperial Parliament it would appear that the embargo is intended for trade protection rather than for protection against the spread of disease;

"And whereas, it is asserted by many that this condemnation of Canadian cattle works serious injury to Canada;

"Therefore be it resolved, that the Imperial Government be requested to appoint a competent commission to inquire thoroughly into this matter, care being taken that every interest that desires may be represented so that it may be known that if the embargo on cattle is really intended for protection the

charge against the health of Canadian cattle may be removed."

Would not Admit Protection.

In presenting the amended resolution Wm. Pearce, Calgary, said that in the recent debate on the question in the Imperial Parliament the Government took no positive stand, while the Irish members frankly defended the embargo as a measure of protection urgently required by the Irish grazing interests. The object of this amended resolution was to furnish material for the Congress of the Chambers of Commerce of the Empire which is to meet very soon in London, England.

"We want to get the Government," concluded Mr. Pearce, "to say frankly that it is a measure of protection, for very many people are of the opinion that before the British Government would make this admission it would withdraw the embargo altogether."

Mange in the West.

W. C. Ives, Lethbridge, said this resolution was merely playing into the hands of the British people. "There is mange in our western herds," he said; "it is contagious, and if there is an investigation by experts they will find it; and if they find it, it will serve as an excuse just as well as pleuro-pneumonia with the important difference that there will be something in it."

Thos. Copland, Saskatoon, was sorry to find the words "from Canada" in the resolution as cattle from all countries come under the embargo and one might infer from the resolution that there was some discrimination by the mother land against Canadian cattle. There was not. "We are asking for a discrimination in our favor," he asserted.

After some further discussion the resolution was carried in the amended form.

Hon. W. T. Finlay.

At this juncture President Hutchings noticed in the gathering Hon. W. T. Finlay, Minister of Agriculture in Alberta, and invited him to address the convention.

Mr. Finlay is evidently impressed with the responsibilities of his portfolio, for he expressed the opinion that the Department of Agriculture was the most important in the Government: the most important because all realized that the prosperity of the farmer was the foundation of the greatness of the Canadian West.

Outlining the work of his department, Mr. Finlay said that it had taken over from the Dominion Government the operation of the Government creameries in Alberta. Last year these creameries had manufactured about 2,000,000 lbs. of butter, for which the farmers had received, roughly speaking, $500,000. The Government creameries were popular because they realized such a handsome price for the farmer, and extensive enlargements of the plants were urgently required.

"Last year," continued the honorable gentleman, "we shipped 50,000 lbs. of butter to Japan and sent a large shipment to the Yukon. These shipments relieved the local market and helped those who were not selling cream to the Government creameries to get a good price for their butter."

The speaker reviewed the possibilities in hog raising and the Winter feeding of cattle. For all the various products of the province extensive markets would have to be found very soon. It was for the business men to assist the farmers in finding these markets.

Good Roads Again.

At the conclusion of Mr. Finlay's address, the resolution committee brought in their amended good roads resolution. No change was made in the preamble, but the resolution proper was amended to read as follows:

"That the Government be requested to provide the legislation that will best give effect to the construction and maintenance of good roads, keeping in view an equitable basis of taxation to give effect thereto."

In explanation of the change, Wm. Pearce, Calgary, said the resolution had been so amended in order to avoid the question of taxation without representation. The methods might well be left to the Government.

No Mortgage for Him.

W. C. Ives, Lethbridge, was not willing to support the debenture plan. "A debenture, long or short, is a mortgage on my farm," he exclaimed. "You propose to mortgage my farm to pay for the construction of a road which a man living six miles behind me may use as much as I do, and yet pay nothing for."

A. T. Cushing, Edmonton, didn't believe the municipalities would go into debt to build roads. They had the power now to incur liabilities to the extent of $8 per quarter section, but few, if any, had done so.

B. Young, Raymond, replying to Mr. Ives, pointed out the great increase in the value of lands caused by good roads and said he failed to see the force of objection raised by the Lethbridge delegate.

The resolution was carried as amended.

The Metric System.

K. W. MacKenzie, Edmonton, moved that because of the development of international trade having made the metric or decimal system of weights and measures more desirable, and having given general satisfaction where tried, therefore "the Government of Canada be urged to take the necessary steps to have this system made compulsory in Canada, securing at the same time the greatest possible co-operation on the part, both of the Imperial Government and that of the Government of the United States."

In the course of a very able and incisive speech, Mr. MacKenzie explained the metric system, and dwelt upon its many advantages with telling emphasis. He considered the objections to it to be sentimental and not practical. A. T. Cushing seconded the resolution.

A. Strang, Winnipeg, congratulated Mr. MacKenzie on his lucid exposition of the system, and said the Winnipeg Board of Trade had endorsed the metric system some time ago. Until Great Britain and the United States made the change, Canada could only play a waiting game.

Respect Our Ancestors.

D. H. McKinnon, Strathcona, was inclined to be conservative, and he depreciated the folly of being wiser than our ancestors.

J. R. Cowell, Red Deer, retorted in a brilliantly sarcastic and humorous speech, in which he ridiculed the present system.

A. S. Noble, Medicine Hat, offered an amendment urging merely education of the people to the advantages of the metric system, but after a long discussion it was thrown out and the original motion was adopted.

The convention then adjourned, having done a big day's work.

THE SECOND DAY.

Resuming on Thursday morning, the first business of the convention was the appointment of a standing law amendments committee for the coming year. The old committee, consisting of ex-Justice McGuire, Prince Albert; W. F. Mylton, Regina; R. J. Hutchins, Calgary, and Wm. Short, Edmonton, were re-appointed.

Aid to Hospital.

Hugh McKellar, Moose Jaw, moved that "It is advisable that all local improvement districts or municipalities be given the option of levying and collecting a special hospital rate, not exceeding one per cent. per acre, the proceeds of such tax rate to be granted to any hospital or hospitals, as the council of the municipality or local improvement district levying such rate may direct."

Mr. McKellar said the matter had been brought up last year and the Saskatchewan Legislature had increased the per diem grant per patient from 25c. to 50c. per day. He made a strong plea for public aid to hospitals, and the resolution was seconded in an able speech by E. M. Saunders, of Moose

Jaw. After a short discussion the resolution was carried.

Inspection of Settlers' Effects.

V. C. James, Wetaskiwin, championed the following resolution: "That a much stricter inspection of cars containing settlers' effects coming into Canada from the United States be enforced, to prevent the importation of dutiable goods as settlers' effects."

K. W. MacKenzie, Edmonton, opposed the resolution. He thought that in general the inspection of settlers' effects was pretty thorough; if the Wetaskiwin board had any special grievances they should take the matter up with the Government themselves. It would not be fair for the convention to cast a reflection upon the whole inspection service on such slight grounds.

The convention agreed with Mr. MacKenzie, and the resolution was defeated.

Municipal Bonusing.

W. C. Ives, Lethbridge, referred to the evils of municipal bonusing, and moved the adoption of the following resolution for the protection of municipalities from the greed of railway corporations:

"That the convention recognizes the advisability of legislation restricting the bonusing of railways, corporations and industries by cities, towns, and municipalities."

The resolution was seconded by M. Barford, Lethbridge, and carried unanimously.

Postal Service.

In a strong speech, Mr. McCausland, Regina, moved that in view of the enormous influx of settlers into the two new provinces, the large amount of railway construction now in progress or under contemplation, and the rapid development of the country generally, the convention urge upon the postmaster-general the necessity of endeavoring to maintain the postal services on the basis which the progress and development of the country require.

He regretted that it should be necessary to introduce such a resolution. It was not necessary to particularize as from one end of the two provinces to the other there had been a constant outcry at the inefficiency of the postal service.

"Our friends living in Ottawa," he continued, "move more slowly than we do; they don't understand our situation here. We urgently require an official in the west—a deputy postmaster-general, if you will—to devote his whole time to improving and extending the western service. The centre of the postal system is too far away from the circumference; that's where the whole trouble lies."

Eighteen Miles in Eight Months.

Thos. Copland, Saskatoon, seconded the resolution and was followed by W. G. Pettingell, Regina. The latter cited an instance of a letter taking eight months to go rom Regina to a post office only 18 miles away.

P. McAra, jr., Regina, characterised the postal system of the west as a disgrace to Canada.

W. Dowsett, Edmonton, agreed. "We can get goods shipped by freight over the C.N.R. and the new branches of the C. P. R. and have them delivered 10 days before our invoices will reach our customers by mail. The Edmonton post office would be a disgrace to Fort MacPherson or Siberia. The Government need take no credit to themselves for their big postal surplus while they are starving the service in the west. I hear the surplus is larger than ever this year, but the service is steadily growing worse."

The resolution carried unanimously.

Sugar Resolution.

B. Young, Raymond, then introduced the following resolution, plainly intended as an endorsation of the Raymond refinery as opposed to its rival the B. C. sugar refinery:

"Resolved, that the members of this convention be pledged to use their influence wherever possible to promote the use of sugar grown and manufactured in Alberta in preference to that grown in foreign countries and which is refined only in British Columbia and certain other provinces in Canada."

In an eloquent and forcible speech Mr. Young urged that it was the "religious duty" of every loyal Albertan to support home-grown products and particularly Raymond sugar. He stated that there had been an investment of $500,000 in the Raymond refinery in 1903, that the production in that year had been 800,000 lbs.; in 1904, 1,300,000 lbs., and in 1905, 4,600,000 lbs. of refined sugar.

A Home Industry.

"This is a home industry," he continued, "yours and mine; and it becomes us as patriotic citizens to support our own. It is the extent of our production that measures our strength in this country. It is our religious duty to support what is for the benefit of our own country."

H. W. Laird, Regina, strongly opposed the resolution on the ground that it would be a vicious principle to pass a resolution referring to any one industry. "We might as well mention Regina flour as Raymond sugar," he said.

"I cannot believe that this is a struggling industry," he continued. "Raymond sugar sells at 10 cents per cwt. less than B. C. sugar and we know that the 'sugar barons' are making a great deal of money, probably more than those in control of any other industry. There is no greater monopoly than the sugar business, there are no greater robbers—and I use the term advisedly—than the 'sugar barons' and surely the Raymond people, selling so near to the price of the big refineries, have no need for pap. I am prepared to accept a general resolution in favor of the purchase of goods manufactured in the west, but I will not designate Raymond sugar."

The convention agreed most emphatically with Mr. Laird and the following amended resolution was finally passed:

"That the members of the convention be pledged to use their influence in favor of products manufactured in the west in preference to those manufactured in other parts of the country or in foreign countries."

Government 'Phones.

O. H. Bush, Strathcona, introduced a resolution re-affirming the principle of Government ownership of telephones, as set forth in a resolution passed a year ago.

The resolution was amended by the addition of the word "municipal" so as to include municipal as well as Government ownership; it then passed unanimously.

Condolence to Mrs. Tweed.

H. W. Laird, Regina, then read the following resolution of condolence, which the special committee had prepared to be sent to the widow of the late President Thomas Tweed:

"That we, the delegates in attendance upon the third annual convention of the Boards of Trade of Saskatchewan and Alberta, hereby record our deep sense of regret upon the death of our late greatly esteemed President, Thomas Tweed, Esq., of Medicine Hat, who, during the past two years, bore a leading part in the formation and establishment of the annual convention now assembled. We gladly embrace the opportunity of acknowledging his distinguished services during that period; his unflagging interest in the success of our association; his wise counsel and sound judgment; his manly qualities and kindness of heart. And we regret that death has removed such a commanding figure in the commercial life of Western Canada."

Timber Preservation.

William Short, Edmonton, next brought to the attention of the convention an important resolution dealing with reforestration and the preservation of timber. It pointed out that in the Province of Alberta, along the eastern slope of the mountains and in the foothills and for a considerable distance eastwards, there formerly existed a large area of merchantable timber of excellent quality; that this timber has been largely destroyed by forest fires; that from the 49th parallel to the 54th parallel this timber area is estimated to comprise upwards of 25,000,000 acres capable of producing, at a low estimate, 3,000 feet of lumber per acre; that there are other portions of the two provinces such as the Cypress Hills, where the strongest reasons for promoting timber growth might be urged; that new timber, if protected and preserved, would in 30 or 40 years grow naturally; that in the matter of

climate and water supply the value of forest areas is very great.

The resolution asked that the Dominion and Provincial Governments be requested to take such action as will tend to promote and preserve the growth of timber upon those areas which otherwise would not have any considerable economic value; that this convention heartilf endorses the action of the Dominion Government in setting apart various areas as permanent forest reserves; in the fire ranging system carried on by the forestry branch of the Department of the Interior, and in the assistance given by the same department to settlers towards tree planting on the prairies; that the Dominion Government be requested to embody in the homestead regulations provisions for retaining on wooded lands and for tree growing on prairie lands from 20 to 30 acres of wood per quarter section.

The resolution was seconded by Wm. Pearce, Calgary, and carried unanimously.

The convention then adjourned for lunch.

Townsites.

Resuming after lunch, the first resolution was introduced by A. T. Cushing, president of the Edmonton Board of Trade, and referred to townsites. It pointed out that a large number of townsites would, in the course of the next few months, be laid out in respect of the Grand Trunk Pacific, Canadian Northern, and Canadian Pacific Railway lines, in the Province of Alberta.

The resolution continued: "Be it resolved that the Government be requested to provide that no townsite should hereafter be laid out in the province until the location has been approved by the Lieutenant-Governor in Council, a proper plan has been submitted and approved, providing for drainage, water supply it any available, and parks and public squares, and that the plan should comply with proper standards to be laid down in that behalf and that any addition to any townsite now laid out, subject also to the foregoing, be made to harmonize as to streets and general plan, with the original plan."

Feature of Medicine Hat.

A. S. Noble, Medicine Hat, first took occasion to remind the convention of the natural gas to be found at Medicine Hat, and then opposed the resolution strongly on the ground that to give such powers to a Government would be to open the way for unlimited graft.

J. A. Gregory, North Battleford, in a strong speech supported the resolution in its entirety, and referred in scathing terms to the action of the Saskatchewan Valley Land Co. respecting townsites.

The resolution was finally adopted in the following amended form:

"Therefore, be it resolved that the Government be requested to provide that no townsite shall hereafter be laid out in the provinces except in conformity with general Government regulations providing for drainage, water supply if available, etc."

Railway Claims.

W. C. Ives, Lethbridge, moved the adoption of the following resolution referring to claims on railway companies:

"That in the opinion of this convention all just claims against railway companies for lost and damaged goods be settled inside of sixty days, and that steps be taken to have this matter brought to the attention of the railway commission."

W. G. Pettingell, Regina, seconded the resolution, saying that his business experience of 23 years had taught him that claims against a railway company might just as well be put in the stove as presented to the company.

The resolution was carried.

Another Railway Resolution.

The following railway resolution was also adopted, on motion of W. C. Ives:

"That in the opinion of this convention all transportation companies should be compelled to issue and sign shipping bills in triplicate, each of which should be as efficacious for proof of claims as any of them, and that a copy of this resolution be forwarded to the Board of Railway Commissioners."

J. H. Wilson, Prince Albert, undertook to champion a Government railway to Hudson Bay. His resolution was as follows:

"That in the opinion of this convention the future prosperity of this great western country, and of Canada as a whole, largely depends on cheap transportation, and that as the Hudson Bay is the natural outlet, and in our opinion is a perfectly feasible route, the Dominion Government be requested to build a road from some point on the North Saskatchewan River to Fort Churchill, as a national undertaking."

A Hard Critic.

A. S. Noble, Medicine Hat, spoke of the natural gas wells of his town, and then opposed the resolution in a speech of great clearness, force, and weight of testimony and argument. Metaphorically speaking, he knocked the project down and then stood upon it.

"I know a little about that northeastern country," he said.

A voice—"Very little."

"I was born in Newfoundland," he continued, "and I ought to know. Now what is the extent of our knowledge of the Hudson Bay route? Simply that vessels can get into Hudson Bay and that they can get out. That is all..

"We might build our railway and then find that the Hudson Bay route is utterly impracticable. Let us first learn something definite about the route. If we want to spend money, suppose we spend it in having a half dozen ships make repeated journeys from the bay to Liverpool. They will learn whether or not the route is practicable."

"We all know the troubles with the St. Lawrence route and how the insurance companies charge such high rates. Now the dangers of the Hudson Bay route are 100 times greater, and it would be impossible to get any insurance at all."

A Substitute.

Wm. Pearce, Calgary, and D. H. McKinnon, Strathcona, also opposed the resolution in strong speeches, and finally the following amendment was carried:

"That the Dominion Government be requested to continue its investigations as to the feasibility of the Hudson Bay route, and, if that route be found feasible, to build a railway from some point in the west to Fort Churchill, as a national undertaking."

Hands Off Jim Hill.

President A. T. Cushing, of the Edmonton board, then introduced the following resolution, plainly intended as a reproof to the few newspapers in the east which have opposed the entrance of the Great Northern into the Canadian West:

"Whereas there are in Western Canada many millions of acres of land of great economic value still unsettled and unproductive, owing principally to the lack of transportation facilities,

"And whereas, owing to the great distance of those western communities already settled from the seaboard and from the great industrial and commercial centres, the success and prosperity of such western communities is dependent in an extraordinary degree on the sufficiency of transportation facilities for the expeditious handling of traffic at the lowest possible cost,

"And whereas the extraordinary rapidity with which the newer portions of Western Canada are being settled promises to cause such an increase in the volume of traffic as is likely to overtax the capacity of existing means of transportation, even with the addition of new systems now under construction,

Most Effective Control.

"And whereas, experience has proved that the most effective control of freight rates is healthy and active competition for traffic,

"And whereas, it does not appear that the producers and consumers of Western Canada are yet enjoying the

lowest rates of freight compatible with successful operation of existing railways,

"Therefore be it resolved, that in the opinion of this convention the Dominion Government should be strongly urged to afford all reasonable encouragement to any proposition looking to the increase of transportation facilities in Western Canada, and that no legislative obstacles should be placed in the way of any railway wishing to build lines in any direction."

The resolution was seconded by K. W. MacKenzie, Edmonton, and carried unanimously.

Passenger Rates.

H. W. Laird, on behalf of the Regina board, moved that in view of the growth of trade and traffic in the west the time has arrived when passenger rates should be reduced to the scale prevailing in other provinces, and that the Federal Government should take such steps as will result in the removal of the present discrimination.

He pointed out that rates are 3½c. to 3¾c. per mile on the main lines, and 4c. per mile on the branch lines in Alberta and Saskatchewan. This was unjust.

The resolution was adopted.

Tuberculosis Among Indians.

J. A. Gregory, North Battleford, secured the adoption of a resolution calling upon the Dominion Government to establish sanitariums for the treatment of consumptives where there are Indian industrial schools. There are eight Indian reserves within forty miles of Battleford, and consumption among the Indians is rapidly increasing.

Summer Excursion Rates.

W. G. Pettingell, Regina, secured the adoption of a resolution calling upon the railways to grant Summer excursion rates from Western to Eastern Canada.

A resolution introduced by the Edmonton representatives in favor of the control of municipal undertakings such as street railways, water, light, etc., by commissions, was finally laid on the table for consideration next year.

Prince Albert Chosen.

The next convention will be held in Prince Albert. This was finally vecided after two ballots had been taken, and the aspirants for the honor of being the next convention city were Prince Albert, Medicine Hat, Moose Jaw and Saskatoon.

It was also decided that the next convention is to last three days.

The convention then adjourned, after giving three cheers for the president of the association and for the Edmonton Board of Trade.

THE BANQUET.

The convention was brought to a close by a brilliant function in the Thistle Rink, where the visiting delegates were tendered a dinner by the Edmonton Board of Trade. No expense had been spared in fitting up the banqueting hall, and the decorations attracted the attention of all present. President A. T. Cushing, of the Edmonton Board of Trade, presided, the vice-chairmen being Wm. Short and T. W. Lines. The menu and toast list speak for themselves :

MENU

Relishes

Queen's Olives French Sardines
Cocktail

Soup

Consomme Riche
Sauterne

Fish

Halibut Steak a la Portugaise
Pommes a l'Anglaise

Relede

Roast Spring Lamb, Fresh Mint Sauce
Espinach a la Florentine

Roast

Young Turkey, Cranberry Sauce
C. H. Mumm

Vegetables

Mashed Potatoes Cauliflower—Sauce Hollandaise

Dessert

Moka Ice Cream with Ladies' Fingers
Assorted Pastries Nuts and Raisins
Parsons' Special Stilton Cheese Cafe Noir
Sherry

TOAST LIST

The King

"God Save the King"

The Canadian West

Song - - - "There's a Land" - - - - Allitsen
Mr. Howard Stutchbury

Trade and Commerce

Song - - "Let Me Like a Soldier Fall" Wallace
Mr. Jackson Hanby

Transportation

Duet - - - "Flow Gently, Deva" - - Parry
Messrs Hanby and Stutchbury

The Learned Professions

So g - - - "Fa her O'Flynn" - - - -
Mr. Howard Stutchbury

Our Guests

Song - - "Flow Gently, Sweet Afton" - - Hume
Mr. Jackson Hanby

"Auld Lang Syne"

Bright speeches were made by several of the after-dinner orators. Before the gathering dispersed at a late hour a toast was drunk in silence to the memory of the late Thomas Tweed.

CONVENTION NOTES.

Prince Albert a year hence.

Three days next year.

No city could have been more hospitable than Edmonton. Her citizens and board of trade officials did all in their power to entertain the delegates and visiting press representatives.

On Tuesday morning the representative of this paper had a delightful drive for several miles south and east of the city in company with the presidents of the Edmonton and Winnipeg Boards of Trade. The drive was an eye opener as to the varied resources of the Edmonton district. Not the Calgary brand of "Eye Opener," either.

Is there any delegate to the convention who doesn't remember the town from which First Vice-President Copland hails ?

Those Raymond men were orators. B. Young nearly carried the convention off its feet in his eloquent advocacy of his sugar resolution. Had it not been for the speech of H. W. Laird, of Regina, it is possible that the resolution might have been passed unamended.

President Hutchings made an admirable chairman ; had it not been for his watchful control of the debate, the long list of resolutions could not possibly have been disposed of in two days. As it was, all received adequate consideration.

Several of those prominent at last year's convention were missed this year. Among these might be mentioned W. F. Mylton, of Regina ; Secretary Wm. Trant, of Regina ; G. K. Smith, of Moose Jaw ; Ex-Justice McGuire, of Prince Albert ; C. W. Rowley, of Calgary, and Secretary Peterson, of the Calgary Board of Trade.

Municipal and government ownership were not debated in the convention ; they were taken for granted.

For several of the Edmonton illustrations used in this issue, this paper is indebted to the courtesy of the Edmonton Board of Trade.

The privileges of the Edmonton Club were accorded the delegates to the convention, a courtesy which was very much appreciated. The representative of this paper also wishes to express his appreciation of the courtesies extended to him by the club during the days of his stay in Edmonton.

WONDERFUL ANTS.

"Talking of ants," said a Winnipeg real estate man, "we've got 'em as big as crabs out west. I've seen 'em fight with long horns, which they used as lances, charging each other like savages."

The quiet man blew a cloud of smoke up to the ceiling. "They don't compare to the ants I saw in the east," he said. "The natives have trained 'em as beasts of burden. One of 'em could trail a ton load for miles with ease. They work willingly, but occasionally they turn on their attendants and kill them."

But this was drawing the long-bow a little too far.

"I say, old chap," said a shocked voice from the corner, "what sort of ants were they ?"

"Eleph-ants," replied the quiet man.

EDMONTON'S CALL FOR FACTORIES

History's Lesson for the Manufacturers of Eastern Canada—Transportation, Market, Raw Material.

Edmonton offers to the Eastern Canada manufacturers some very attractive inducements to follow the movement westward and establish in the Alberta capital branch factories, which in less than a generation will probably be as large as, or larger than, the present size of the parent factories in the east. Edmonton is calling for industries, a large and rapidly increasing market in the vicinity of Edmonton is calling for manufactured goods; and Edmonton's call will not long remain unheeded, the Alberta market will not always be supplied with manufactured goods from the east. Manufacturers will appreciate the opportunities in Edmonton and they who "get in on the ground floor," those who are first to commence operations, will reap the largest benefits. If Canadian manufacturers do not seize the opportunity others will.

The Lesson of History.

Perhaps the Canadian manufacturer who reads this will remark that it is an old story, that the market is limited and he can very well continue to supply it from his eastern factory, that Edmonton is an over-boomed town, that there is bound to be a crash sooner or later, that the time isn't yet ripe for branching out in the west.

But what is the lesson of history? From the very first, Western Canada has suffered (and the east has also suffered) from the timidity and lack of confidence of the people of Eastern Canada. It was only after a bitter political struggle that the building of the C. P. R. was accomplished. Probably only a few of those who supported Sir John A. Macdonald and Sir Charles Tupper in the fight for the building of the first transcontinental really had any measure of their enthusiasm and confidence. The personal magnetism of the leaders and loyalty to party—these were the factors which had the most potent influence in securing the support of the vast majority of those who voted for the construction of the C. P. R.

The great majority of both political parties lacked faith and were wanting in those powers of imagination without which men can accomplish very little constructive work.

The Initial Boom.

When the C. P. R. was building adventurous and restless spirits from the older provinces moved west, and very soon their hope of agricultural, commercial and industrial possibilities became profound conviction. They began to tell their eastern friends of the great opportunities in the new Canada beyond the lakes.

The boom of the early '80's, an east-Canadian boom almost wholly, rose and fell, enthusiasm waned, faith turned to doubt and for ten years the east lost interest in the west. The dauntless spirit of those whom the prairies had adopted kept up the propaganda and a few responded to their call.

But Eastern Canada merely shrugged its shoulders and laughed at the enthusiasm which seized every man who moved west. It was plainly hinted that the western air was hard on truthfulness and the west was jokingly referred to as

"That bourne from which no truthful traveler e'er returns."

Eastern Canada lacked faith!

Still Wanted Men.

The west still called for Ontario farmers and there still traveled eastward the same stories of the fertility of the western soil. Two Ontario counties, Huron and Bruce, responded to the call, but for the most part the invitation came to too cautious or unheeding ears. There could be nothing but "western blow" in the stories he heard of western opportunities. So the eastern farmer stayed where he was, in many cases to eke out a scanty existence on a stoney 50 acres when he could have had for the asking 160 acres of the most fertile soil in Canada.

The Eastern Canada farmer lacked faith!

No one now doubts the agricultural possibilities of the west for they have been proven by a succession of golden harvests, and thousands are moving into the land of promise. The appeal to Eastern Canada had for years fallen upon deaf and skeptical ears, and the west then turned to the United States with its story; and the result was that in two years more settlers came from the United States than had come from Eastern Canada in the preceding ten years.

The Manufacturers' Testing.

Will the Eastern Canada manufacturer be wiser than was the Eastern Canada farmer from 1885 to 1900? Just as insistently as the west called to the east for settlers it is now calling for manufacturers, and with stronger claims, for while there is still plenty of land for the newcomer, the manufacturing trade, once secured, will be held, and those that get in now will grow with the country.

Winnipeg, Regina, Calgary, Edmonton and other centres present strong claims upon the serious attention of the eastern manufacturer and it remains to be seen whether he will profit by the lesson of the last two decades, or whether he will wait for the American manufacturer, with his optimistic aggressiveness, to show him the way. Does the Eastern Canada manufacturer also lack faith? The next two years will answer the question.

American capital has reaped the largest profits from land speculations, and there is now very little land remaining which can be obtained by capitalists en bloc; but American faith in the future of Western Canada is growing stronger every day and there is nothing more sure than that if the Canadian manufacturer does not soon awaken to his opportunities, American capital will very shortly build large factories in the farthest west. People will not forever be content to send 2,000 miles east for their goods, and the manufacturers who first commence to supply Alberta with goods "made in Alberta" will be apt to secure and hold the Alberta trade. The market is already a large one, but it is only in its infancy. A generation from now it is more than likely that the population west of the lakes will be larger than the population east and the western market will be larger than the eastern! Will it be served by Canadian manufacturers who have established their factories in the west or will it belong to the alert Americans?

What Edmonton Offers.

What, then, are the special advantages which Edmonton offers to the manufacturer? Cheap power, abundance of raw material, good transportation facinties for the assembling of raw materials and for the distribution of the finished products, and proximity to a good market —these are the principal requirements of a good manufacturing town, and all of these Edmonton has to offer.

Cheap Power.

Is there any other place in the world where abundance of good coal may be had at $1.50 per ton, where expensive mining operations are not required, but where the coal may be loaded directly into barges and wagons? This is what Edmonton has to offer in the way of cheap fuel and consequently cheap

power, and apparently she can offer it in practically unlimited quantities. For miles in all directions from Edmonton there is abundance of good coal at a very small depth below the surface of the ground. Extensive mining operations have not yet been attempted; no shafts have yet been sunk, all the mining being done on the level. The coal has practically all been obtained along the high river banks into which the miners dig and load their coal directly into barges. Until a short time ago coal was selling in Edmonton at $1.50 per ton; at the present time, owing to temporary circumstances, the price is a little higher Practically the whole cost is transportation, and as teamsters are now commanding wages of $4.50 to $5 per day, as compared with $3 a short time ago, the price of coal has been slightly advanced. With mining operations on a large scale and up-to-date methods of delivery, coal will be less than $1.50 per ton. This coal is well adapted for both manufacturing and domestic purposes, and there are great opportunities for the development in Edmonton of an immense coal mining industry.

Coal being so cheap, little attention has yet been paid to the development of water power; but Edmonton is rich in "white coal" as well as in black, and should the supply of the latter ever be exhausted there is any amount of the former now going to waste. The city now has its own electric light and water plants and is prepared to assist small industries by supplying cheap power, water and light.

Transportation Facilities.

Abundant raw material for various industries is also close at hand, but as this phase of the situation can be best treated by example it is discussed below in connection with specific industries. Equally important is the question of transportation. Two railways, the C.P.R. and the C.N.R., now serve Edmonton and a third, the G.T.P., is assured in the very near future. While the plans of James J. Hill are not yet definitely known, it is unlikely that he will overlook Edmonton. It may therefore be safely assumed that in the very near future Edmonton will be served by four different railroads.

The Market.

What of the market for Edmonton-manufactured goods? Not so large yet as it very soon will be, but nevertheless a market of respectable proportions. Moreover, it is a market with larger proportionate buying powers than a market in the east. Westerners make money more easily than easterners and they spend it more readily. At the present rate of immigration it will be a very short time until there are as many people west of Winnipeg as east. The manufacturer first in the field will possess a very considerable advantage. Some manufacturers somewhere will very soon appreciate the possibilities of profit in supplying western people with western-made goods. If the Canadian manufacturers do not seize the opportunity others will.

Opening for Packing Houses.

The farmers in the Edmonton section of the west do not, like their fellows in Saskatchewan and Manitoba, devote all their energies to the growing of wheat. but go in for mixed farming and the raising of stock. There would be large profit in the raising of hogs if an adequate market were provided. The majority of the farmers come from the corn states of the republic and have been accustomed to raising hogs. Alberta can grow the best of barley and, as everyone in the business knows, the Canadian barley-fed bacon is much in favor on the English market. The natural pasture is also well adapted to feeding hogs, and clover and alsike are easily grown. Scores of American farmers living in Alberta have told the secretary of the Edmonton Board of Trade that they would raise hogs if they had a market. Within 100 miles, or easy shipping distance, of Edmonton there are, at the very lowest estimate, 15,000 farmers. When the industry was established a million hogs a year would not be too much to expect from them.

As a home market the industry would have from Manitoba to the Pacific, now largely supplied with American products, and on goods for export the C.P.R. is prepared to quote a rate from Edmonton to Liverpool only one-half cent per pound higher than the rate from Eastern Canada. The lower cost of raw material would more than counterbalance this disadvantage.

Soap Makers.

As a consumer of by-product the soap factory is a natural adjunct of the packing industry. At the present time there are two soap factories in the west with a third projected in Saskatoon. These factories can not supply the rapidly growing western market. Eastern-made soap is sent in by the carload. A factory in Edmonton would be in a splendid position to compete for western business.

Although Edmonton is a milling centre of considerable importance, every pound of biscuits consumed in Alberta is brought hundreds and thousands of miles over railroads which have already hauled east the wheat or flour of which the biscuits are made. Is it reasonable to suppose that this will continue indefinitely? There can be but one answer, and again the question arises whether the industries of the Edmonton to be will be built by Canadian or by American capital.



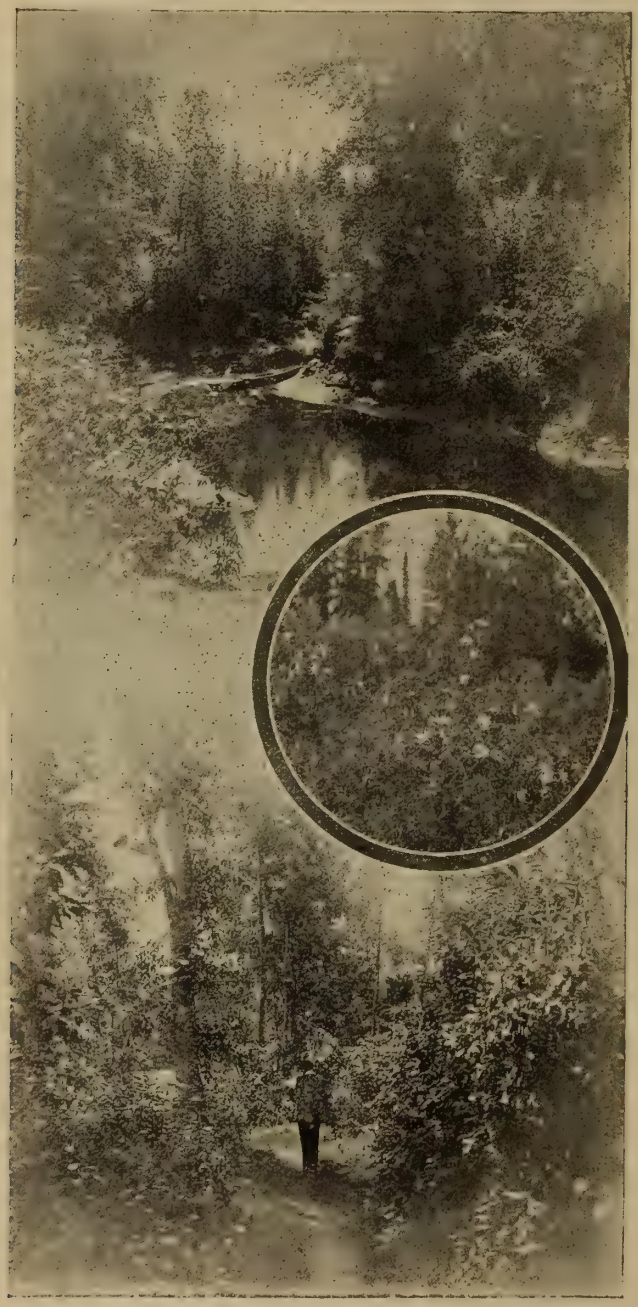
Coal Mining near Edmonton.

Flour and Cereal Mills.

Already the flour milling industry of Edmonton and the neighboring town of Strathcona has reached large proportions, but it is capable of great expansion and the production of cereals has scarcely commenced. Oats weighing 40 pounds per bushel are ordinary in Alberta and 48-pound oats are not un-

common. In many quarters the impression seems to prevail that the only Winter wheat section in the west is in Southern Alberta but this is a mistake as it has been demonstrated that the best Winter wheat in the world can be grown in northern and central Alberta. It is now being grown successfully in the vicinity of Edmonton but it has attracted comparatively little attention. Sanday & Co., the Liverpool grain firm, who purchase probably more actual grain than any other firm in the world, were so much impressed with the superiority of the red Winter wheat grown near Edmonton that as an experiment they bought 16,000 bushels at an advance of 4 cents per bushel over the price of No. 1 northern. This is equal to an advance of 1 cent per bushel over No. 1 hard wheat. There are three mills in Edmonton and seven in the vicinity.

There is a heavy demand in the west for building material, including paint, and consequently a large market for linseed oil, which makes the opportunity for linseed oil mills at Edmonton. The Alberta climate is admirably adapted for the growing of flax.



Beauty Spots in Edmonton.

Pressed Brick Works.

The manufacture in Edmonton of pressed bricks is already a very considerable industry and the product is entirely consumed in the home market. Orders have come unsolicited from as far east as Winnipeg, but Edmonton manufacturers are not yet able to fill them. This industry is capable of large expansion.

Edmonton is also a lumbering centre of some importance, the mills cutting about 20,000,000 feet of lumber last year. A new mill is now being built which, it is estimated, will increase the output 50 per cent. The timber is brought down the Saskatchewan River and the supply will last for many years to come.

An integral part of the lumber industry is the planing mill and sash and door factory, and they are on a large scale in Edmonton. These manufacturers are branching out and are now making a fine line of bank and office fittings as well as store fixtures, etc.

Manufacturers Coming.

In three months' time the Canadian Manufacturers' Association will come west to their annual convention in Winnipeg. Following the convention there is to be a tour of the west, and Edmonton is among the points to be visited. Manufacturers will then have opportunity to see for themselves the solid advantages which Edmonton has to offer. They will appreciate the opportunities offered by cheap power, unsurpassed distributing facilities and a rapidly growing market. They will also appreciate the equitable system of taxation in force in Edmonton, for the city has practically a single tax. Land values only are taxed and a manufacturer is not fined by the city, by way of increased taxes, when he erects valuable buildings. Moreover, the rate of taxation is not high, the average for several years having been about 16 mills.

When they consider all these advantages, it is confidently believed that many Canadian manufacturers on their western tour will decide to establish branches in Edmonton. One thing is certain, industries Edmonton must and will have; whether Canadian or American remains to be seen.

SUMMER SUGGESTIONS.

Keep the store cool in the summertime.

Refrigerators are a good line to push just now. Don't call them ice boxes.

Ice picks, tongs, shavers, etc., ought to sell on sight.

Keep some good lawn mowers at your store front; also some garden hose.

A machine doesn't need brains. A man does. You must be a machine or a man.

A washing machine is an interesting thing in hot weather. It's a labor-saver you know.

WINDOW AND INTERIOR DISPLAYS

INTERESTING DISCUSSION PROMISED.

An interesting question has been raised by Mr. Illsey in the letter reproduced below. It will be remembered that Mr. Illsey won the recent ad writing competition conducted by Hardware and Metal, and his window display, reproduced this week, was considered second only to the one prepared by S. S. Wetmore, with A. M. Bell & Co., Halifax, and shown in Hardware and Metal of June 2.

Mr. Illsey's point is that special or "fancy" displays, prepared at intervals or special seasons, for publicity are not as effective result-bringers as consistent selling goods displays carried on during the entire year, and this is undoubtedly the correct position. In making our awards, however, we had to judge which was the most seasonable and effective display of hardware lines in April.

The question of results having been raised, there is room for an interesting discussion. "Does the 'fancy' window bring new customers to the store, and how long does it 'wear'?" "Does the trade attracted by the special display stay with the store?" "How often should a hardware window be dressed?" "Which is the most effective method — regular weekly displays or special windows at busy seasons?" "Does it pay a hardware merchant to allow a clerk one day each week to attend to window displays—or if the work is done after closing hours to pay the clerk an extra day's wages for the work?" These are all important questions which might be discussed.

In order that this subject may be threshed out, Mr. Wetmore, of Halifax; Mr. Kayes, of Woodstock; Mr. Pow, of Tillsonburg, and other travelers or clerks who have made a study of hardware window displays, are asked to express their views on the questions raised above and in Mr. Illsey's letter. Articles of from 200 to 500 words are invited from any reader of Hardware and Metal, and a year's subscription will be given to the sender of every article we publish in reply to this invitation.

Mr. Illsey's letter follows :

Editor Hardware and Metal,—Many thanks for your criticism and notice given in the last week's issue. My knowledge of what makes a good ad has been helped, thanks to your valuable paper.

Now, in regard to the window display competition, Mr. Bell's window, from an artistic point, is good, and his method of window dressing is thorough to a degree. But the question in my mind is : "Does the merchant get results from such a display, which will compare favorably with an exhibit of goods well displayed and priced without any fancy trimming?" My term of window dressing covers about twelve years, and in that time my idea has always been to display one line well, price tickets in plenty, and change displays often. The "fad" or "fancy" window, I admit, brings crowds to the store. They see the window and probably come in and purchase something. The display of goods (less the "fancy" part) of which I speak is right in the possible patron's eye. If he needs any of such goods he looks at the price. If suitable in this, too, nine cases out of twelve he comes in and buys. Results to the dealer, in my estimation, are far greater than in the other case. Do not think, please, that I condemn "special" window displays. But as I have before said, "Does one style pay better results than the other?"

In regard to my recent contribution to your window display contest. Had I been able to have given you a full window photo I'm quite satisfied that my display would have captured the prize. This may sound boastful, but it is not meant for such. I simply speak as I feel in comparing the two styles of display. As I before wrote you, my exhibit of the lines photographed sold directly considerable stock.

However, please do not think I'm "sore," or anything such. I'm not. Simply writing you to see what your ideas are, and possibly you might have a chance to ask through your columns opinions of other window dressers.

Wishing your journal all success.

WM. J. ILLSEY.

Winnipeg, June 14, 1906.

WINNIPEG PAINT WINDOW.

What was considered the second best display in Hardware and Metal's recent window dressing competition is reproduced herewith, it showing an exhibit of brushes and paints in one section of the large retail store front of the J. H. Ashdown Hardware Co., Winnipeg, the display being arranged by Wm. J. Illsey, manager of the cutlery department.

Dry colors are arranged in small piles in the foreground, a number of small bristle brushes, etc., being displayed alternately with the colors. In the centre are shown small cans of hat enamel and screen paint, together with an assortment of various sizes of varnish and paint brushes. The background is made up of pints, quarts, half gallons and gallon cans of mixed paints, behind this, on the wall of white cheesecloth, being shown a display of wall brushes of all kinds.



An Effective Paint and Brush Display Shown at Winnipeg.

Only a portion of the display is shown, but enough can be seen to realize its attractiveness to passers by. The exhibit is not marred by an overdisplay of window cards and could, in fact, readily stand one or two more. The use of window tickets is an effective method of inducing customers to enter the store, but it is better to err on the side of having too few than too many. There is nothing that detracts from an effective window display more than an over supply of cards.

THE HOT SPRINGS CONVENTIONS

American Hardware Manufacturers and Southern Jobbers Hold Interesting Conventions at Hot Springs, Virginia

The sixteenth annual convention of the Southern Hardware Jobbers' Association and the tenth semi-annual convention of the American Hardware Manufacturers' Association was held at Hot Springs, Va., June 12, 13, 14 and 15.

In his opening address President Dunlop, of the Southern Jobbers' Association, said the United States had witnessed the dawn of a commercial era pregnant with the richest possibilities for an enormous increase in the value of her export trade. Upon the profitable distribution of the surplus products of fields and factories depends the future prosperity of the United States. New markets must therefore be found and trade relations with foreign countries cultivated. The revenue derived from the disposal of that portion of our products remaining after the wants and necessities are supplied, contributes to the surplus wealth of the country which is needed in meeting the demands and requirements of civilization.

In many respects the most significant feature of our export trade is the business in manufactured products. All statistics on this subject are followed with the greatest interest, and the international supremacy of the United States in the coming decade will be very largely based upon its grasp of the world's markets for finished products of the great manufacturing industries.

Coming almost simultaneously with the report of the United States Steel Corporation, the annual statistics of the American Iron & Steel Association emphasizes the fact that the year 1905 was one of unprecedented activity and what is particularly impressive as regards the outlook for results in the current year is the fact that the closing days of last year were much the most active and the new year opened with a volume of business which continues to the present time, and promises to provide a new high record for the year 1906, notwithstanding the rapid pace set by the preceding year, unless some serious disaster should occur such as a protracted industrial war, or a serious failure of the crops.

Credit and confidence are essential to progress under civilization, and it cannot be expected that either can ever be spared. The greater progress a nation makes in civilization the more general becomes the extension of credit, the greater the confidence and the more stable the relations existing between communities and between individuals. Care in granting of credits, moderation in using them, and the average trade ability of our business men have clearly increased during the past few years. The lesson is one of care, courage and confidence, not one of vain-glory and overboldness.

Uniform Size Loose-Leaf Catalogues.

In the executive committee report the suggestion was embodied that the time was opportune for the adoption of a uniform size leaf for loose-leaf catalogues. Several reasons were given why this course should be followed.

1st. It will enable the manufacturers to supply descriptions and illustrations of new goods in such a manner as will enable the jobbers to keep careful track of the same, as the majority of the jobbers are using loose leaf binders for the use of the office and of their traveling salesmen. The same is true when the manufacturers issue new lists and discounts, and, in fact, many manufacturers have already adopted the plan of supplying the jobbers with their requirements in loose leaf sheets of their general line.

2nd. By securing the manufacturers' co-operation in the adoption of these uniform size loose leaf catalogues, the jobbers will be enabled to classify and file the catalogues in a very simple manner, compared to the great variety of sizes of catalogues which have previously reached the jobbers from manufacturers throughout the country.

3rd. It will lead up to some uniform plan whereby a number of jobbers may prepare catalogues together at a minimum expense.

With regard to the size of the sheet 8 1-4 x 11 inches was suggested for regular printed bound catalogues and 9 1-2 x 11 inches for loose leaf catalogues. The printing space would be the same on each, the loose leaf sheet being wider to permit of its being inserted in the loose leaf binders.

Expenses and Profits.

"Increased expenses demand increased profits" was the subject of a very interesting address by Mr. Fred Fox, of Pine Bluff, Ark., and as Canadians are as interested in getting a profit on everything they sell as their friends in the United States, we have reported this address at length.

The subject is a proposition so patent on its face that were it not that the subject admitted the question of ways and means it would hardly admit of argument.

The high wage idea seems to permeate all branches of business. Never in the history of the country have the wage earners been more completely master of the situation than now. A good bookkeeper can command from $100 per month up, and no business can afford a cheap bookkeeper. Good salesmen command from $75 and up, and I find then the men to whom I pay the best salaries are the cheapest. These ideas extend to porters and drivers. In these positions we run colored help and they can get work any time at what we would consider excessive wages not long ago, and when we have these fixed expenses worked out to the best of our ability we must see the assessor and then the tax collector and the fire insurance agency, and now here comes the district for paving, sewers and other public improvements that must be met. So when we foot up the totals we wonder where the tide will turn and where the money is to come from to pay the expense account. Now just so sure as we go into business just so sure will we fall heir to these contingencies, to such an extent that when we make our footing at the end of the year we think ourselves fortunate if it does not take more than 10 per cent. of our gross sales to meet them. These are fixed facts and the burning issue with us all is what is the best way to provide for this feature and leave a reasonable profit on our investments. Negatively you cannot meet them selling nails and wire at a profit that barely pays the expense of handling. You cannot meet them selling rope, galvanized ware and wood and willow ware and other items that the wholesale grocer puts on the market at prices that do not pay the hardware merchant the expense of doing business, and I wish to say here that I do not endorse the idea that these lines should be cut out of the hardware merchant's stock. They legitimately belong to us. Let's hold them. But right here is where we need to be thoughtful and bring our brains to bear in the handling of this question. This is the place that we want to draw the line on items I have touched on. I have not mentioned them all, and those that do help us out and pay their way. Let our salesmen understand that it is quality and not quantity that you are more particular about—that you think more of the sale of a dozen razors than 20 kegs of nails—in other words to fix their minds and energies on profit-paying items and not think so much of trying to sell large bills—carloads if you please—that pay an exceedingly small percentage—in some cases less than the fixed expense of doing business.

Good Goods Bring Good Prices.

Sell as good an article in any line as your customer will buy. It will, in nearly all cases, enable you to realize a better profit and is less apt to get you into trouble. Impress on your salesmen seasonable lines—not too many at a time—that you want pushed specially.

Have him take a sample of some novelty occasionally. Put good goods at the disposal of your selesmen, and do not be afraid to ask a price for them.

There is one other idea I wish to mention, and that is, let the jobbers doing business in a given territory arrange a meeting once a year and have a heart to heart talk over trade conditions and prices, but our mistake is being overzealous to get orders. Let's ask and answer questions and I think it will go a long ways in blotting out a number of our troubles that perplex us not a little and frequently cause unnecessary cutting of prices.

The increased expense has come to stay. Let's inject the profit-getting idea into our business, not that we may impose on any one, but that we may obtain our honest dues, which is a reasonable profit on capital invested.

Remarks were called for on the subject and Mr. Eshleman said: "There are two or three little points I would like to bring out before you pass from this subject. I suggest that as I think all of you employ your salesmen more or less on the percentage basis, a plan upon which to meet these contingencies is that of allowing a man credit only for such goods as he actually makes a profit on. I was formerly troubled a great deal with the matter of competition until I reached a point when I absolutely refused to give the privilege of meeting anybody's prices, and I have cut down my sales, but whatever I sell I get a profit on.

"Following the flag, the goods into which metal enters as a basis of them belongs to the hardware trade. I believe that we have got into that rut where we concede to the furniture dealers the sale of stoves, to department stores certain other lines of goods, the crockery houses certain others and the jewelry houses certain other lines. We are making the mistake of our lives at that point.

"Now there is another thing I wish to suggest to you and that is this antique furniture. This is the day of antique furniture, and people are hunting all over the country for it. Now we are hunting around like the old fore-runners of the Spanish invasion in this country for the perennial spring of youth, hunting for those things to bring us fabulous wealth when we have them lying around in our own stores. We are imagining that Mr. Simmons has a sort of way of creating profits out of things, and if we could get on to his mode of doing it we would make a fortune too. I don't believe we will make it in that way. I suggest this: that the tea scale that costs you 75 cents you can sell for $2.50 by calling it the Rose of Sharon or some other sort of name.

"Another thing, your expenses are too large and you are allowing the small things to get away in that way, by not taking care of the incidental expenses of the house, and the money we take in across the counter is slipping through the cracks in the floor and we absolutely don't know where it is going. If I had a criticism to make of the jobbers it would be that there is slipping through the cracks in the floor, through the backdoors and through careless clerks a great deal of our profits, and it is the little things that are eating away the profits."

John Donnan expressed the opinion that the only thing lacking to make better prices was backbone and commonsense on the part of the jobbers.

Quantity Differentials.

A very interesting paper was read by W. W. Webber, of Fort Smith, Ark., on "The Effects of Quantity Differentials."

"Ere I am done I may dig up more snakes than I can conveniently kill in the time allotted," said Mr. Webber, "but I am conscious of the correctness of my position and am not afraid that even my most radical opponent here today will accuse me of chasing an Aurora Borealis. The term quantity differentials, and the effect of same for the purpose of this argument means the making by a manufacturer of low price to a large buyer, and a price that is higher on the identical goods to a smaller buyer when each one buying must compete in the same territory for the same trade. That this is true and has been true from time immemorial cannot be successfully denied, but the fact that it has obtained is no argument in defence of it and does not prove that the practice is right or that it is good business.

"At the time each manufacturer was operating his plant independently of all others in the same line of business it was possible for the small or medium buyer to get concessions that would put him in line, but in this day of consolidations or gentlemen's agreements, or pooling where there is a fixed and fast price, and the trade is parcelled out and assigned to A, B and C, lists with a 5 or 10 per cent. differential prevailing between each— the man whose business does not warrant the purchase of the first or second quantity is handicapped to the extent of the differential, and just so long as this practice prevails, just that long will the manufacturers' product be distributed in an unnatural and unequal way. I do not believe there is a manufacturer here to-day who will controvert this statement.

"This is an age of quick transportation and a time when a buyer is not confined to the business at a margin whereas if (B) makes a price on an article that is not satisfactory to the buyer, he interviews (A) and if the latter has the former bested in buying he has him on the hip in selling, and the result is (A) gets the business at a margin whereas if (B) takes it at the competitive price he has lost money—and he must take it or keep his goods because (A) has set the pace. This is not confined to one or two items in a man's business, but on the contrary has grown limitless in its ramifications until it affects our entire line.

"I have always been led to believe that it was my duty to foster and encourage a customer—to build him up and help him to expand to the end that he may be useful to me, that I may use him to make money for myself while he makes money for himself—that it is a foolish and mistaken policy to load him to the gunwales with an item that I know he cannot sell profitably in competition with his neighbor, and of course I do know because I am master of the situation, and when I thus make fish of one and fowl of the other and expect both to be useful to me disappointment awaits me around the corner. We only ask that we be put on an equitable basis—that if differentials must be made they should not be so glaring and unequal as to amount practically to a prohibition. You can never hope to have an even distribution of your business and numberless loyal and satisfied customers when with this knowledge aforethought you deliberately equip one man to annihilate another. It is one of the impossible things in business.

Effects of Favoritism.

"Those to whom you give the hot end of the poker will never remember you very kindly, and to those to whom you give an inside, put on the ground so to speak, always have a sneaking idea that some other fellow is in the cellar. That is human nature to a hair. Whenever you place a customer at a disadvantage you must know that in so far as your line is concerned he cannot make a success of it—that if he sells your goods at all it must be done at a niggardly margin or no margin at all and that eventually he must cease to be useful to you. Were he to give you an order for enough goods to command the inside, you would remark that he needed a guardian and then and there advise your credit man to keep a weather eye on him—and yet you place temptations before us every day, knowing that if we take the small amount at the long price we are destined to unload at no margin, and if we take the greater quantity to get the short price we have water on the brain.

"We are not croakers, but we do insist that we should not be expected to accomplish the impossible, you must not expect us to get $1 for an item that can be bought for ninety cents, especially when the item is one of your own make and this difference in price made possible by you. If all your customers had the same buying and distributing capacity this question would never rise, or if it did would solve itself. There is no necessity for specialization or the calling of names, but there are seated here to-day manufacturers who know that my allegations are true though their deductions may not be the same as mine, and I would not have them infer we are making a demand, but only an effort to demonstrate to you that under the present conditions your policy is wrong, and as proof of this we cite that on any item where there is free and open competition with no strings tied to it in the way of classified lists, the business is done by those who are favorably located in the matter of freight rates. But on all items the sale of which is manipulated by a joint agreement of those

producing them and where the quantity governs the price, you find a different state of affairs.

Justified Under Certain Conditions.

"I concede there may be conditions under which a quantity price must be made by a manufacturer. One would be where he has produced too much or the consumption has not reached the proportions he figured on, and he must unload to lighten his burden, but where a manufacturer has a steady and even demand for his product and his output is controlled by years of experience in his line, such a condition is really seen, and in naming his selling price it occurs to me that wisdom would dictate that he make it possible for all who handle his product to make a reasonable margin.

"There are jobbers before me to-day to whom some hardware items are absolutely distasteful and they are striving with might and main to eliminate them from stock, and while the manufacturer whose goods come under this ban may be strongly entrenched and hard to oust, the time will surely come when he will feel the effects. The constant dripping of water will wear out the hardest stone."

Mr. Garland was called on for remarks and pointed out that it was very hard for manufacturers to make the same price on any quantity whether it be to the jobber or the consumer. He went on to say the laws of trade did not seem to be in favor of such a move. When a manufacturer buys raw material he usually gets a lower price on a thousand ton quantity than a man who purchases but fifty tons. The speaker referred to the natural tendency of manufacturers to sell in bulk where it was possible to avoid numerous credits and added expenses occasioned by goods sold in small quantities.

CANADIAN HARDWARE STORES
No. 4.

In the two illustrations shown a good idea is given of the progressiveness of hardware stores in Western Canada, the views being taken of the store of Curry & Mitchell, Souris, Man., opened on January 15 last by a public "At Home" to which the people of the town and district were invited and entertained with refreshments, etc. It is in a block of two stores 50 x 80 feet, and has a plate glass front, the huge panes of glass being fitted into oxydized copper sash, which do not obstruct the view of the interior. Along the right side of the store runs a series of very fine combination patent glass front drawer and sliding glass door Warren cabinets, lined with rich red felt. A large silent salesman of bevel plate glass and southern oak quarter cut, is another notable feature wherein silverware, carving sets, knives, scissors, and other kindred goods are displayed with great effect. The general effect of the store is greatly enhanced by the metal ceiling, which is of light artistic design and gives the effect of good height, painted in several tints.



Stoves and Tinware Department of Curry & Mitchell's Store at Souris, Man.



CANADIAN HARDWARE STORES, No. 4 - Curry & Mitchell, Souris, Man.

One illustration shows the fixtures described, together with a row of lamps neatly arranged, and a table in the centre for seasonable goods, behind which are a number of carpet sweepers, patent churns, washing machines, scales, broom stand, etc., together with artistic radiators for heating purposes. One of two counters is shown, the one not in the illustration having a cash register resting upon it, a fine set of nail bins and a large tool rack being behind the counter. The photo showing the stove and tinware department shows that side of the store fully with the exception of a rack for horse goods in the front, the paint stock being at the rear. Altogether there are 2,200 feet of display room, with plenty of storage space available in the cellar.

Both the partners are from New Brunswick, the senior, A. Curry, hailing from Andover, and the junior, Wm. Mitchell, from Fredericton. Mr. Curry went west in 1886, and in 1889 he and his brother-in-law, Mr. Mitchell, bought out George Munro's hardware business at Souris, the business having grown steadily under their management.

EFFECTIVE ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

The western country, along with other portions of Canada, is enjoying a plethora of building. With new settlers the first item for consideration is a home, then barns, shops, etc. This building business, when it reaches the proportions the west can now boast of, is a boon to the hardwareman—wholesale and retail.

The wholesaler is now shipping builders' hardware, farm essentials, etc., into the west as fast as trains can carry the wares. The retailer is receiving these wares and must necessarily get after the consumer. Just how to do this in the most productive and least expensive way is the desideratum.

Besides advertising in the newspapers it ought to be worth a dealer's while to prepare a list of builders and contractors within a certain radius of his store and, say, every week during building season send them a circular containing items of interest, such as new arrivals, special prices, etc.

McBRIDE'S AD.

The ad on "Stransky" opens up with originality and closes in the same way. But original statements, if not gone over carefully, may lead to humiliating conclusions. "Mr. Printer to enameled ware" — with the substitution of the word "it" for "this"—is passable as a mere statement. But when Mr. Printer doesn't set the word "Stransky" in "your largest type," is one to draw the conclusion that "Stransky" is not "the best there is"? Substituting the words "in large type" for "your largest type" would have got around the difficulty. Large may mean anything.



The cuts in McBride's ad are not first-class. The kettle is about the only one of any value. When good small cuts can be secured, however, they can be used to good advantage in display — especially when prices can be quoted on each line displayed.

A Lawn Mower Ad.

The ad. of Geo. A. Elliott, jr., is a pleasing sample of the successfully-worded single-theme announcement.



Lawn mowers couldn't have been bolder, the border more appropriate. The ad. is just about the right size for a short talk, too.

Mr. Elliott's ad. is timely, and the reader is doubly impressed with this fact.

A sufficiency of white space ensures reading. A clarity of wording ensures correct reading.

ADLETS.

The man who advertises not is lost—and hard to find.

* * *

First convince yourself that your advertisements tell the truth. Then the people will believe you.

* * *

Sow an advertisement: reap an order.

* * *

Type will talk if you know how to "set" it going.

* * *

An advertisement in print is worth two on the file.

* * *

One touch of good advertising makes all the world read.

* * *

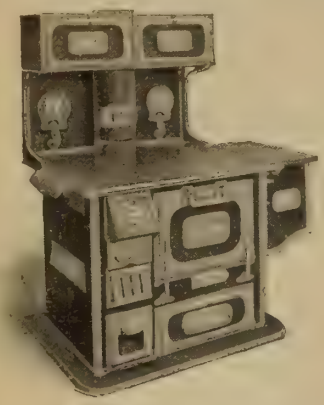
Profitable advertising is nothing more than the best salesmanship—on paper.

* * *

A little advertisement sometimes captures a big order.

Modern Competition

is so active that the dealer who handles articles just like his competitors is at a disadvantage. Look the Stove catalogues over and the close similarity of the various ranges is apparent. Specializing is the secret of successful retailing to-day. Take another look at



The Joy Malleable Range

It is in a class by itself in appearance, material and construction ; thus is a specialty, promising large sales and satisfactory profits.

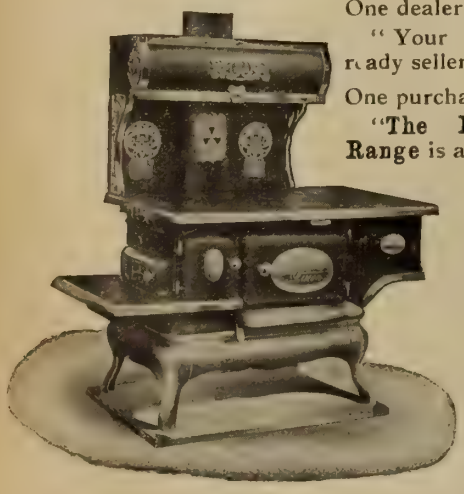
A sample on your floor now is the proper thing. May we ship ?

Joy Mfg. Co.

32 Humberside Ave. ...Toronto

THE EMPIRE QUEEN RANGE

has the confidence of hundreds of dealers and thousands of users.



One dealer writes:

"Your ranges prove ready sellers."

One purchaser writes:

"**The Empire Queen Range** is a perfect baker."

These unsolicited testimonials express exactly what we have tried to impress on your mind—viz., the excellence of the "Baking Quality," "Selling Quality," of **The Empire Queen Range.**

We will send a booklet free.

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

Even as perfect a range as the Imperial Oxford for 1906 can't depend only upon its quality to sell it for the dealer who carries it in stock. That's why we spend so much money and take so much pains to sell it for the dealer, after we've sold it to him--which is the big reason why we advertise Imperial Oxford so much. The trade doesn't have to take a chance with Gurney ranges--neither on quality nor on quick selling. We insure both--the one by keeping our standard higher than competition ; the other by liberal and vigorous selling help placed freely at your service. Back of it all is the range that bakes better, looks handsomer and will satisfy any trade more surely. Wouldn't our special summer proposition for live dealers be worth asking for right now? Your request brings it by next mail back to you. Address nearest office.

The Gurney Foundry Company

Limited

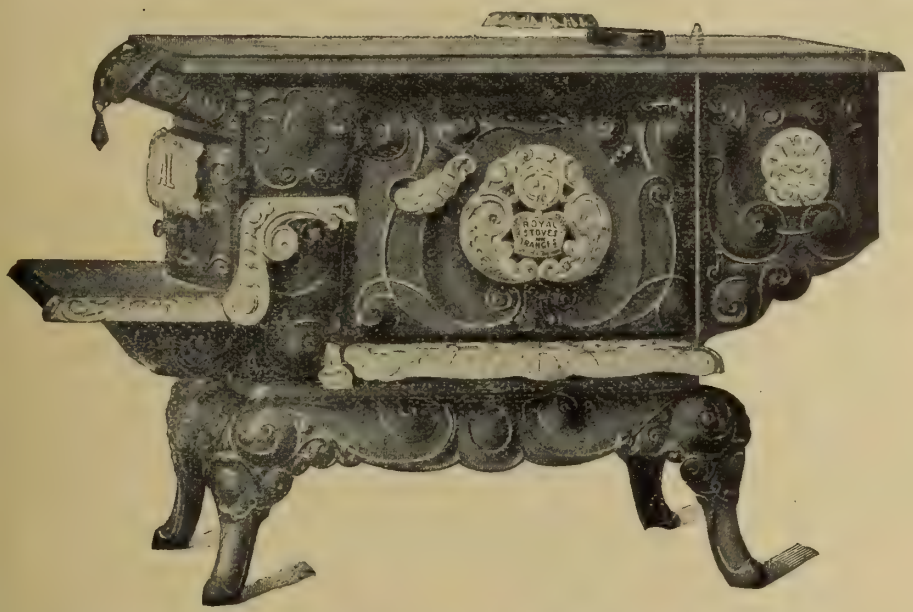
Toronto Hamilton Winnipeg Vancouver

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

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ENERGY BACK OF A "ROYAL CHAMPION" PRODUCES ROYAL RESULTS



Certainly! The ***Pouch Feed*** is an order-getter itself.

Then think about the "no-waste space" oven, perfectly ventilated.

If you communicate with us now you may be able to secure the agency for your town.

CANADA STOVE WORKS - Harriston, Ont.

CAMP OUTFITS

Camping season is at hand. Are you looking after your share of the trade of

Camp Stoves with or without oven, knocked down or built up
Camp Kettles, Ovens, Etc.
Galvanized Iron Refrigerators, just the thing for Camp or Summer Cottage
Searchlights, Lanterns
Enamelware for the Table and Cooking Utensils
Washstands (Wrought Iron) with Enameled Toiletware
Water Filters, Water Coolers

Your orders will receive prompt attention

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TORONTO, - - - - - - 10 Front Street East
Telephones Main 2701 and 2702
WINNIPEG, - - - 511 Union Bank Building
Telephone 3726
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NEW ADVERTISERS.

Edmonton Board of Trade.
Merrick-Anderson Co., Winnipeg.
Revillon Bros., Edmonton.
Ross Bros., Edmonton.
Traders Bank, Toronto.

WAR NOT PROFITABLE.

On another page of this issue will be found a report of the joint convention of United States jobbers and manufacturers held at Hot Springs, Va., last week.

In the morning each association held an executive session to which only members were admitted. The afternoon sessions, however, were open to members of both associations and subjects were discussed in which the jobber was as interested as the manufacturer.

In these days when the railroads have become so powerful and dictatorial the members of both associations must line up and fight side by side for a more efficient and more reasonable service.

The old opinion that formerly prevailed that the manufacturers were seeking every opportunity to beat the jobbers and the jobbers lay awake at nights scheming whereby they could get the best of the manufacturers, has, we hope, entirely disappeared, not only in the United States but in Canada as well. The interests of these two classes are and should be so closely interwoven that the most perfect understanding should exist.

The social aspect is one of the most important features of these conventions, and what could be more desirable than a personal acquaintance and friendship between those engaged in the same line of business and who come in almost daily contact through correspondence or in some indirect way? Men are in a more conciliatory and generous mood when they are away from the whirling hum-drum of flying machinery and from the petty worries of business which tend to make men narrow. There are many complications and irregularities in the wholesale manufacturing and retail trades which could easily be remedied if the heads of the firms would only get together and honestly try to straighten the matter out. Nations are gradually realizing that war is unnecessary and expensive, and as soon as business men realize this their profits will be larger.

ANOTHER SUCCESSFUL CONVENTION.

In every respect the Western Boards of Trade Convention, held in Edmonton last week, was a striking success. There was a large attendance of the best business men of Western Canada, the subjects discussed were of live interest in the west, and the delegates brought to their consideration a trained intelligence and a detailed knowledge which were the result of long familiarity with the problems in question. Moreover, every delegate seemed to remember the responsibility of his utterances, and in no case was a resolution rushed through without proper consideration. The convention is recognized throughout the Dominion as the Western Business Men's Parliament, and it was never once forgotten that weight will be attached to the soberly expressed opinions of the solid business men of the west. In a word, the delegates remembered that they were engaged in serious business.

While the functions of this gathering are purely advisory, it is, nevertheless, the case that their decisions are bound to have considerable effect upon the commercial legislation of the two new provinces. They are rash legislators who think they can afford to ignore the conclusions of the Western Business Men's Parliament.

ORGANIZATION PAYS.

The past quarter of a century has seen an era of organization such as never existed before in the world's history. With the passing of hand and the development of machine production, competition became more and more keen. Individual business men became partners in larger concerns, then directors in joint stock companies and later on shareholders of large corporations which to overcome the evils of competition were merged one by one into the gigantic trusts of to-day.

Where it used to be said that "competition is the life of trade," most business men now realize that "competition means the death of the trader," and just as business concerns have evolved from small individual enterprises to vast semi-co-operative corporations, so has it become necessary for those business men and companies outside the trusts to endeavor to overcome the evils of competition by "getting together" in trade associations of some sort.

Manufacturers, jobbers and retailers have each formed associations and each branch of industry has benefitted as a result of meeting and working together. As a result of organization the manufacturers have secured tariff protection and the jobbers have, amongst other things, secured better railway rates and freight classifications.

The retailers have not been organized so long, but they, too, have felt the benefits of association. In Western Canada the retail hardware dealers got together a couple of years ago and the fact that the membership is steadily increasing in the face of an increase in the membership fee from $2 to $10 is sufficient evidence that "getting together" has been to the financial benefit of all in the trade. In Ontario, where the Retail Hardware and Stove Dealers' Association only organized two months ago, important benefits have already been secured by members of the association. One member a few days ago said he had made a clear saving of $4.50 on one shipment of goods last week as a direct result of information gained at the recent conventions. His savings on his year's business from this one item alone will be over $100 on his investment of only $3 for a membership fee and the expense of his trip to Toronto, probably $10 more. Altogether this member hopes to save from $200 to $500 each year by joining the association and inducing his competitors to do likewise.

Knowing the advantages of organization, the manufacturers and jobbers cannot but wish the retailers success in their efforts to improve trade conditions. Realizing that the retail association tends to make more sound the financial position of the retailer, thus improving the security of the jobber and manufacturer, many wholesalers have expressed themselves as desiring to see the retail association flourish and enable the local dealers to partake of the advantages of organization so long enjoyed by the city jobbers and manufacturers.

WINDOW DISPLAYS.

An interesting point is raised in our Window Dressing Department on another page as to whether occasional window displays made with the object of securing publicity are as valuable as regular

displays of seasonable goods, marked with price tickets and shown with the direct object of selling goods. Readers are asked to express their views as to the merits of the two methods.

Mr. Wetmore, a Halifax traveler who makes lengthy trips, gives considerable thought to arranging a novel display which will attract the attention of the multitude to his employers' store during the holiday seasons when he happens to be in town. Mr. Illsey, a Winnipeg clerk, makes a study of regular displays of seasonable goods during the entire year. Both have seen direct results from their efforts and both have, in all probability, enlarged their earning power as a result of the brains they give their employer in addition to the daily routine of their work as traveler or clerk. With the best of good feeling, Mr. Illsey has raised an interesting question which every person in the trade can take part in with profit to himself.

The example set by Messrs. Wetmore and Illsey might well be followed by others in these occupations who now pay little attention to anything except their own labors. All travelers have not the opportunity of dressing a window for their own house, though the editor could name a wholesale and retail hardware house whose retail windows are neglected as much as the advertising of the concern which is still pushing hot drinks for hockey players in the country papers.

Every traveler, however, has a splendid opportunity of making a study of window dressing, seeing dozens of displays every week. A little attention and thought would soon make the traveler an intelligent critic and display artist—an accomplishment which can be turned to good advantage by offering to arrange a customer's window when business has been concluded and train time is an hour or two off. Another method of winning a customer's favor is to send Hardware and Metal a short description of any creditable display made by a retailer. The merchant may be too modest to do this himself, but will appreciate commendation when good work merits it.

Clerks can advance themselves in no more rapid or better way than by putting some brains into their work—by taking over the window dressing or ad writing from their employer. Good work in these departments will soon result in an increased salary or an offer of a better position in a larger and more progressive store.

GOOD ROADS IN THE WEST.

The subjects dealt with by the western merchants in convention at Edmonton were all important and none could be singled out as of first magnitude or remote interest, but the question of good country roads is probably the largest and longest lived of them all. In a country where the wealth is agricultural, where the coming and going of the farmer is to the body politic and commercial as blood circulation is to the human organism, the importance of road building and maintenance can scarcely be over estimated.

To get the situation close at hand, imagine a great city with its concentrated commercial activities doing business on mud roads. A wet day comes and everything would be tied up, a wet season and trade would be ruined. Each of the new western provinces will in a few years represent many cities rolled out and spread over the prairies, millions of people who unless the good roads apostles prevail will waste their energy on water-logged highways in wet seasons and rough and dusty ones in dry. There is no deliverance for the country that will not improve its roads. The merchants are directly interested. The millions of treasure good roads would save the farmers would go to swell the volume of every department of trade.

If the ways of the east prevail in the west the losses of many big cities with mud roads will be borne by the farmers and merchants of the prairie provinces. Of course they won't look so big because so spread out, but the losses will be there and will be an incessant drain upon the business and industrial life of the country.

INTEREST OR DISCOUNTS?

"No man knows the value of discounts more than the merchant who has not the money to take advantage of them," said a western merchant the other day who has been working hard to get a start in the world. He began business with little money. All of the time he is busy figuring on how to meet his bills as they fall due.

Not a question of discounts, but a question of being there with the money when the money is due.

You know how it is. Sometimes on hand, again asking for extensions. Then notes and interest.

When will he be able to discount? That is the golden age so far ahead, to him.

What a big difference between paying interest and taking your discounts. He knows it. He has figured it up many a time. He swears that if he ever reaches the discount realm nothing will ever dislodge him.

Other merchants have said that and then as soon as they arrived at Discountville they proceeded to get into the mire again through overbuying.

Are you one of them?

BRITISH CONSULATES IN U. S.

The Department of Trade and Commerce in its Weekly Report dated June 18 gives the result of a circular letter addressed to the British consulates in the United States regarding the possibility of services being rendered by these consuls to Canadian manufacturers who desire to do business in their districts. The report of the superintendent of commerical agencies on this matter is in part as follows:

"In view of the somewhat general impression, especially among the manufacturers and exporters of Canada, that the commercial agency service should be greatly extended, Canada not having a single commercial agent in the United States, the superintendent of commercial agencies recently addressed a circular letter to all British consuls-general and consuls in that republic seeking if possible to bring about some measure of harmony between these officials and the Canadian business community, and thereby if possible unofficially enroll their services more directly in the interests of Canadian trade. As is well known, the impression has existed for many years among Canadians that British consuls do not interest themselves in Canadian trade, and, therefore, could be of little or no use to them. On the other hand the statement was made to the superintendent of commercial agencies that Canadians as a rule seldom availed themselves of the advantages offered by British consuls in the United States by calling upon them, or by writing to them, and that Canadians had no ground to hold such an opinion when they seldom or ever sought their assistance. The result has been a splendid testimony to the efficiency of the British consular service in the United States, many of whom replied at considerable length, offering excellent suggestions, and in general terms stating that the facilities of their respective offices were at the service of Canadian business men.

SATISFACTORY STATEMENT.

The annual statement of the Traders Bank of Canada, printed in this issue, provides interesting reading to all interested in the commercial development of this country. The increase in net profits, the larger capitalization and the establishment of nineteen new branches are points well worthy of comment and congratulation. The re-election of the old board of directors, which includes such men as C. D. Warren, president, Toronto; C. Kloepfer, Guelph, and Hon. J. R. Stratton, Peterboro, all connected with the hardware and metal jobbing and manufacturing industry, is also of interest to readers of this paper.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B. Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.

Executive—Alberta, A. E. Clements, Olds; C. F. Comey, Calgary; A. R. Auger, Okotoks.

Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.

Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association.

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.

Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.

Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

COMING EVENTS.

Convention of Retail Hardware and Stove Dealers' Association of Western Canada, in Winnipeg, July 25.

Convention of Retail Merchants of Western Canada in Winnipeg, July 26 and 27.

Convention of Ontario Retail Hardware and Stove Dealers' Association, in Toronto, on September 4 and 5.

THIS NEEDS REMEDYING.

A retail hardware dealer in a New Ontario town who sent in his membership fee during the past week accompanied his fee with an interesting account of the conditions he has to contend with—conditions which cannot continue if the executive committee of the association receives the support it deserves from the trade throughout the province. Too many merchants when sending in their membership cards say nothing regarding their local conditions or the grievances they suffer under. If each one sent a few lines similar to the letter below from the New Ontario merchant the readers of this page would be provided some interesting food for thought. The letter follows:

"We have quite a lot to contend with up here, as I see by Hardware and Metal they have elsewhere. One large wholesale firm from Montreal calls regularly on the mill company here for orders for their lumbering supplies, and in some cases give them better prices than they give me. Another Montreal house sold about half a car of iron to a local blacksmith who has been running an account with me for years, the account being still open. A Toronto concern has called several times on private parties and sold stoves, and in two cases furnaces, after getting my order, while another Toronto house sells tinware to some of my customers."

THE EXECUTIVE'S "YOUNGEST."

J. Walton Peart, of the St. Mary's Hardware Co., whose photo is reproduced this week, is one of the younger members of the association and a member of the executive and mutual insurance committees. Mr. Peart had, until January 1 last, been engaged with the Maxwell firm at St. Marys, as accountant, but severed his connection with that firm to become personally identified with the company which he and W. H. Bartlett had formed to take over the business of John C. Gilpin, one of the largest and best hardware businesses in the province. Mr. Peart is also secretary-treasurer of the G. Carter Son Co., millers, and a member of the Western Hardware Co., of Regina, of which company his brother, T. W. Peart, is president and manager.



J. WALTON PEART, ST. MARY'S,
Member of the Executive and Mutual Insurance Committees of the Ontario Association.

CASH VS. CREDIT.

"My experience," writes a western hardware merchant who belongs to the Retail Hardware Association, "has been that it is a very hard proposition to conduct a strictly cash business of any great volume in the local retail hardware trade, as the larger proportion of the business comes from the farmers, a great many of whom, even the well-to-do, do not find it convenient to pay cash at all times. I remember of a number of merchants during the close times of 1894 to 1897 who attempted to change from a credit to a strictly cash business, and later on abandoned it, but benefited no doubt by the attempt, as they later put their credit business on a more restricted and conservative basis. It is very essential to limit credits as near as possible to responsible persons and to have an understanding as to time of payment. A book account that is not worth more than the goods themselves is a losing transaction; no sale is satisfactorily completed until you either have the cash or its equivalent. Frequent settlements are an absolute necessity, as the old saying, 'short accounts make long friendships,' is surely a true one.

"Dealers should not be backward in notifying creditors when accounts are due, and to follow up with a more forceful notice once a month until the account is paid, even if it ends in being forced to sue the account, as in most such cases the creditor has ceased to be a customer for the time being. When the account is collected you have an even chance with your competitor for his patronage again. The ability to say no and to draw the line on safe amounts of credit to extend is an essential cannected with the running of every business. If you are losing in this direction get nearer to a cash basis. It is well to keep down the amount carried in open accounts as low as possible. I think on an annual business of say ten thousand dollars, ten to twelve hundred dollars, and on a twenty thousand annual business not to exceed two thousand dollars would be considered a conservative amount to carry, and would advise all to keep within these amounts. Where it is asked for credit of the larger amounts it is not out of the way to ask for a note, which can be drawn so as to secure a lien on the goods sold, and is more easily collected than an open account, and repays you in the way of interest for your accommodation. By using care, conservatism and caution the retail hardware merchant can so conduct his business as to reduce his losses by reason of extending credit to his customers to a very small per cent.

"I can best illustrate my meaning by drawing upon my personal experience. During the hard times, commencing in 1894, we were engaged in the retail hardware business at a small western town that had at that time the reputation of being a hard town to do business in successfully. During the years of 1894 to 1900 we sold to our customers on credit no less than $21,000. About the first of the year 1901 we moved our business to another town, and, of course, commenced 'prior to this' to collect our outstanding accounts. In this we were remarkably successful, and upon our books there remains to-day not to exceed $150, which is, of course, almost a total loss; but the point I am endeavoring to bring out is that by using care and caution a credit business within a reasonable limit can be safely done. At one time it became necessary for us to enforce by bringing quite a number of suits against our delinquent customers. This made some of them angry at the time, but they were among our best customers and friends at the time of our leaving their midst."

HARDWARE TRADE GOSSIP

Ontario.

Bell & Waugh, plumbers, Ottawa, have dissolved, L. S. Bell continuing.

Philip Field, and East Toronto steamfitter, broke his arm in Toronto on Wednesday.

C. C. Ballantyne, Canadian manager of the Sherwin-Williams Co., Montreal, was a visitor in Toronto during the week.

Albert Karges, traveling salesman for the James Stewart Mfg. Co., Woodstock, called on Hardware and Metal, at Toronto, on Monday.

W. G. Jones, treasurer of the Pease Foundry Co., Toronto, is on a three weeks' trip to Winnipeg, in the interests of his company's business there.

Baseball teams from the hardware houses of D. H. Howden & Co., and James Cowan & Co., London, played a few nights ago. Howden's won by 8 to 4.

James R. Phillips, superintendent of the Pease Foundry at New Toronto, was presented with a silver service by the employes on the occasion of his marriage.

F. D. Palmer, accountant for Shurly & Dietrich, Galt, qroke his collar bone last Saturday in a football match between the Galt Old Boys of Toronto and Galt.

R. B. Baker, formerly head salesman for the F. Hamilton Co., Hamilton, but now in the woodworking manufacturing business at Hamilton, was a caller on Hardware and Metal, at Toronto, on Wednesday. Mr. Baker says he still looks for Hardware and Metal every week in order to keep in touch with the trade.

The Nicholson File Co. have recently made improvements in machinery that makes horse rasps of greatly improved quality. They have installed these machines at their Dominion Works, Port Hope, Ont., and are putting the rasps on the Canadian market under their Kearney & Foot Brand. Blacksmiths who have used these rasps report that they give excellent satisfaction.

J. Martin Nash, who passed away in Toronto on Tuesday last, was for over ten years in the New York office of W. Jessop & Son, the well-known steel manufacturers of Sheffield, England. Upon the organization of the Canadian Brass Rolling Mills Mr. Nash came to Toronto from New York, and later was appointed general manager. He was highly thought of by his company, and was popular with the trade.

T. F. Shurly and O. H. Vogt, of Shurly & Dietrich, Galt, called on Hardware and Metal, at Toronto, on Tuesday. They report a splendid trade in harvest tools this Summer, and stated that the foundation had already been laid for an addition of 100 x 60 feet to the plant of the Maple Leaf Harvest Tool Co., at Tillsonburg. A new stockroom for saws is also to be built for Shurly & Dietrich, Galt.

The Ontario Silver Co., of Niagara Falls, pleaded guilty to the charge of fraudulently using the word "Sheffield" on their trade mark, and were fined an aggregate of $600 on four counts. The charge of conspiracy against Manager Clark was dropped. The statute is said to make the retailer equally responsible in these matters, and the prosecution has evidence against merchants from all over Canada, but it is unlikely that any proceedings will be taken now that the source of supply has been stopped.

Western Canada.

John McKeown, blacksmith, of Prince Albert, Sask., has sold out.

Chas. Waalstedt, machinist, Dauphin, Man., has sold out to Meredith & Myers.

H. Cochrane, hardware merchant, Carlyle, Sask., has sold out to G. W. Stockton.

Burglars stole $100 from the safe of Boyle & Co's hardware store, Neepawa, Man., on Tuesday last.

A new hardware store was opened last week in Edmonton by J. E. Lundy and G. B. McLeod, the firm being known as Lundy & McLeod. Both gentlemen were formerly connected with Ross Bros. and later with Revillon Bros., with which firm Mr. McLeod had charge of the retail hardware department, while Mr. Lundy was the first hardware traveler from Edmonton. The new hardware firm has a good connection in Edmonton and has opened a handsome store.

A WINNIPEGER'S OPINION

"Each week's issue of Hardware and Metal is like my home letter. A good line of news from all over Canada. I always enjoy it."—

Wm. J. ILLSEY,

Manager of the cutlery and window dressing department of J. H. Ashdown's retail store at Winnipeg.

Quebec.

Huet & Co., hardware, Montreal, have assigned to H. Lamarre.

J. E. Brosseau has registered a hardware business in Laprairie.

J. J. Murphy, contractor, of Quebec, was in Montreal this week looking after some big contracts.

J. N. Windsor, of Lewis Bros.' purchasing staff, Montreal, is spending his vacation at St. Faustin.

A. Albin, of A. Albin & Co., general merchants, Glen Robertson, Ont., was in Montreal recently on his firm's business.

N. J. Dinnen, who is in charge of Lewis Bros.' Winnipeg business, visited Montreal headquarters for a couple of days this week.

Geo. R. Minnie, of the Canada Paint Company's traveling staff, spent a few days this week at the firm's headquarters in Montreal.

Mr. Normandin, president of La Compagnie J. & S. Bessette, manufacturers of threshing machines, Iberville, was in Montreal recently.

J. E. Seale, general merchant, of Morin Flats, was among the hardware buyers from outside points to visit Montreal this week.

Geo. B. Frank, representing the Georgian Bay Engineering Works, Midland, Ont., paid a business visit to Montreal a few days ago.

W. J. Clelland, general merchant, of Hemmingford, visited Montreal during the week and called on some of the wholesale hardware houses.

W. J. Wall, of Montreal, who represents several well known American manufacturers of enamelware and plumbers' supplies, is spending a couple of weeks in Chicago.

A small fire occurred in the paint and varnish works of R. C. Jamieson & Co., Montreal, a few days ago. The damage done was not sufficient to interfere in the least with the firm's deliveries.

W. H. Evans, of the Canada Paint Co., Montreal, was foreman of the jury in the recent murder trial in that city and had an interesting article describing his experiences in the Montreal Gazette of June 20.

J. W. Cameron, of the Cameron-Dunn Manufacturing Company, of Strathroy, Ont., visited Montreal this week to attend a meeting of the Wholesale Hardware Association. Mr. Cameron seized the opportunity to call on a number of the Montreal trade.

Mr. R. J. Younge, general sales manager of the Canadian Rubber Co., of Montreal, returned home on June 19 after a six weeks' trip to Western Canada and several American cities. Mr. Younge is most enthusiastic regarding the great future of the west, and found the business of the company's western branches expanding in a very marked manner. Whilst in the west Mr. Younge arranged for the opening of additional branches at Regina, Sask.; Calgary, Alta., and Victoria, B.C. Mr. Younge also visited Seattle and San Francisco, and returned east via Chicago.

The management of the Canadian Rubber Co., of Montreal, are tendering a complimentary picnic to all their employes on Saturday, July 14. Two steamers have been chartered, and the festivities will be held at the quaint old town of Berthier, P.Q. Over 2,000 of the company's work people and officials will take part in the picnic, which promises to be a most enjoyable and successful affair. D. Lorne McGibbon, vice-president and managing director, is the moving spirit in the picnic, and intends that all taking part shall have a very enjoyable time. Ever since Mr. McGibbon connected himself with the company, some four years ago, the happiest relations have existed between the management and employes.

Maritime Provinces.

Robertson, Foster & Smith, wholesale and retail hardwaremen, have been incorporated at St. John, N.B.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 90.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Turpentine—Declined 1 cent.
Linseed Oil—1 cent lower.
English Vermilion—5c. per lb. advance.
Dry White Lead—Up ¼ cent.
Red Lead—Advance of 25c.
Ingot Tin—Nominal prices given.
Zinc Spelter—Advance of ¼ cent.
Sheet Zinc—25c. per 100 lbs. higher.

TORONTO.

Antimony—Now quoted at 28 cents, a half cent reduction.
Paints and Oils—No changes to record.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 22, 1906.

Business has picked up well during the week and though orders have been inclined towards the light side, there have been quantities and varieties.

General business is good in shelf and heavy hardware, and the fine weather has stimulated orders for building hardware of all descriptions. All the freight steamers have carried away large cargoes to local ports, and the river boats have manifests that indicate prosperity and activity in the trade.

The discounts on Jenkins' valves have been maintained, and trade is fine in these lines. The new Canadian Jenkins Valve Co. are getting ready to build fine premises in a neighboring suburb. Further announcements will be made.

AXES—No change is to be noted in conditions. We are still quoting: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—Trade continues to be good, with prices steady at the following figures: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—There is the usual quantity going out. The price remains at the same figure of $4.25 for cold blast.

RIVETS AND BURRS—A first-rate turn-over is the rule among local jobbers. Prices are stationary and are quoted as follows: Best iron, rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Plenty of inquiries are in order now as the hay season is at hand. We quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS — Business is large, with prices steadily maintained. We are quoting: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—There is nothing of particular interest to report with reference to this branch of the trade. Our prices still are: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 and 5 per cent.

HORSE NAILS—Trade conditions remain very satisfactory. Prices currently quoted are as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—The market is still somewhat unsteady, as a result of keen competition. We are quoting $2.15 per keg., f.o.b., Montreal.

CUT NAILS—Only the normal trade is being done, at prices the same as have been quoted for some time past. Our figure is $2.20 per keg, f.o.b., Montreal.

HORSESHOES—The situation is substantially the same as at our last report. The following prices prevail: P.B. new pattern, base price, $3.50 per 100 lbs.; M.R.M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes 25c. per 100 lbs. extra.

SPORTING GOODS—Guns and ammunition are already going out in good quantities, with other lines not far behind in volume of business done.

BUILDING PAPER—About the same conditions prevail as have for the past few weeks. Orders are being filled in fair volume and the trade on the whole is in a satisfactory condition.

CEMENT AND FIREBRICK — The heavy demand reported last week for the better grades of cement is keeping up and there will not likely be any lull during the whole season. Our prices are as follows: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lafarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21 American, $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—We are still quoting: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch. $3; 1 inch, $2.95.

FREEZERS—The number of freezers being shipped by all the local jobbers is very large, and prices are steadily maintained as follows: American Twin, 2 qt. $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—The demand continues brisk, the price quoted being still $1.45 per hundred square feet.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 22, 1906.

There are no new prices to record this week. Bolts and nuts are firm at the advanced prices and a steady trade is being done in those lines.

Ordinarily the wholesale trade experiences a little falling off about this time of year, but there is no let-up so far. Sorting orders are coming in better than was ever anticipated, which shows a general prosperity throughout the country.

Some large shipments of glass have come to Toronto by water during the week. The same conditions of selling still prevail, each jobber having his own discount, but 15 per cent. or a little better is about the regular discount.

AXES AND HANDLES—Trade conditions normal, with no price changes.

CUTLERY AND SILVERWARE — The largest business in many years has been done during June.

SPORTING GOODS — Baseball and lacrosse goods and fishing tackle continue in good demand, and guns, ammunition, etc., are selling well.

SCREEN DOORS AND WINDOWS — An increasing trade is experienced in screen doors and windows, as the season advances.

HAMMOCKS—The hot weather has created a large sale of these goods. A better class of hammock than usual is being asked for, and manufacturers are kept busy getting out stock.

LAWN MOWERS — Lawn mowers continue to sell well. Some jobbing houses report being nearly depleted.

LAWN HOSE—The hot weather has greatly increased sales in all garden sizes.

REFRIGERATORS AND FREEZERS—A big business is reported in these lines, particularly the former, for family use.

WASHING MACHINES—This is a line that shows a wonderful increase this year.

CHAIN—We quote as follows : 1 inch, $6.60; 5-6 inch, $4.55; ⅞ inch, $3.95; 7-16 inch, $3.80; ½ inch, $3.65; 9-16 inch, $3.55; ⅝ inch, $3.45; ¾ inch, $3.35.

EXTENSION AND STEP LADDERS —Prices continue as follows : Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—Sales are reported large. We quote : 2-in. mesh, 19 w.g., discount 55 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE — We quote : $2.17½ f.o.b. Cleveland.

BARB WIRE — Prices remain the same. We quote : On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues, with the usual business. We quote : $2.05 base.

CUT NAILS—We quote : $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSE SHOES — Our quotations continue as follows : P. B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes. No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

RIVETS AND BURRS—As yet prices remain the same but very firm, with no heavy stocks.

SCREWS—We quote : On gimlet point 70 and 5 per cent. off ; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Prices are held firm at the recent advance. We quote : 55 and 10 per cent. off list.

CEMENT—Prices keep very firm, but there is no change. A heavy demand is still felt. We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIRE BRICK—There are no changes to record. English and Scotch firebrick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27½c. to 35c.

HIDES AND WOOL—Hide prices are unchanged.

Hides, inspected, steers, No. 1	0	12
" " " No. 2	0	11
" " cows, No. 1	0	11½
" " " No. 2	0	10½
Country hides, flat, per lb., cured	0	11
Calf skins, No. 1, city	0	14
" " No. 1, country	0	13
Sheep skins	1 50	1 85
Lamb skins	0	40
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb.	0 04¾	0 05¼
Pulled wools, super, per lb.	0	25
" " extra	0	27
Wool, unwashed fleece	0 17	0 1
" washed fleece	0	26

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 22, 1906.

A market generally firm, with a brisk demand for nearly all metals, sizes up the present situation fairly well. There have been some few declines in value, but for the most part recoveries have been effected.

The ingot tin situation is again a peculiar one. Montreal metal merchants are now day by day dealing with orders strictly on their merits, so that prices are really nominal. Some fluctuations have occurred during this week, and tin is weaker on paper. But for all that, there is apparently no extra tin on the market, as buyers are still experiencing difficulty in securing quoted prices on their orders. A fair demand for the metal exists.

Zinc spelter is justifying our predictions for some two or three weeks past, local prices having advanced a quarter cent. Stocks are very light in the hands of Montreal dealers, and it is reported that the majority of smelters are sold out until September, so that they cannot supply orders before that time.

Antimony showed a slightly lower tendency early in the week, but the market has since stiffened, and 30c. remains the current price. Nearly all the local jobbers now have small stocks of antimony and they are selling quite briskly at this high price.

A good demand for copper is felt, but the supply in sight appears to be decidedly limited. The big dealers are said to be holding their stocks, as they evidently anticipate higher prices.

Among sheet metals the same firmness as formerly exists. The only advance of the week, however, was in sheet zinc, which has been forced up by the scarcity and high price of spelter.

COPPER—The only change in conditions is an increasing difficulty in securing supplies. Prices remain at the following figures : Ingot copper, 21c. to 21½c. ; sheet copper, base sizes, 25c.

INGOT TIN—Only nominal prices are given. The market condition is such that quotations are continually fluctuating. For the present we give price as 44½c. to 45c. per pound.

INGOT ZINC—As we predicted, prices have been advanced. The shortage of this metal is very real, and spot deliveries from first hands are impossible. The following price is firm : 7¼c. to 7½c. per pound.

ANTIMONY—All local dealers now seem to have small quantities in stock. After a temporary weakness we again quote : 30c. per pound.

PIG LEAD—The market is somewhat firmer, and the current price remains $4.15 to $4.55 per hundred pounds.

PIG IRON—A good demand is maintained. Our prices remain as follows :

"Dom.," No. 1, $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	21 00	"	"
Clarence No. 1	18.00	"	"
" No. 3	18.00	"	"
Cleveland No. 1	18.25	"	"

BOILER TUBES—We quote : British and American tubes, 1 1-2 inch, 8 1-2c.; 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch, 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our prices are unchanged : Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c.

MERCHANT STEEL—Trade is good in nearly all lines. Prices remain as follows : Sleigh shoe, $2.17½ ; tire, $2.27½ ; spring, $2.75; toecalk, $2.82 1-2; machinery iron finish, $2.27 1-2; ruled machinery steel, $2.75; mild, $2.17 1-2 and upwards; square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—We are still quoting: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78 ; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—Prices are very firmly held, but no advance has yet taken place. The scarcity of spelter will probably affect this market in the near future. We quote : Queen's Head, 28 gauge, $4.35 to $4.60 ; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—Strong conditions prevail. Our prices are : 28 gauge, $2.40; 26 gauge, $2.35 ; 22-24 gauge, $2.30 ; 19-20 gauge, $2.30 ; 8-10 gauge, $2.45.

CANADA PLATES—Our prices remain as follows: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—Jobbers report a good turn-over. Prices are unchanged: Cokes, base size, 1C 14x20, $4; charcoal, base size, 1C, 14x20, $4.25.

TERNE PLATES—The usual demand is shown. We quote $6.85.

SHEET ZINC—Jobbers have been forced to advance prices owing to the rise in spelter. Our prices are: $8 in casks, $8.25 in less than casks.

SHEET LEAD—We quote: 2½ lbs., 5½c. by the roll; 3 lbs. and heavier, 5¼c. by the roll; small quantities, 25c. per hundred lbs. extra.

BAR IRON—The same healthy demand remains a feature of the market. We quote $2.05 f.o.b. Montreal.

OLD MATERIAL — We still quote: Copper wire, 15 1-2c.; light copper, 14 1-2c.; heavy red brass, 14 1-2c.; yellow brass, 11 1-2c.; light brass, 7 1-2c.; lead, 3 1-4c.; zinc, 4c.; machinery cast scrap, $13; wrought scrap, $12; stove plate scrap, $10.50 to $11; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7 1-4c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 22, 1906.

The local market is quite active, a good demand existing for both ingots and sheets. Ingots are still irregular but prices on the whole keep very firm, as stocks are comparatively light. The only price change during the week is a reduction of half a cent in antimony. Though dealers claim to be getting 30c. in Montreal, 28c. is now the ruling figure here, the sales in the past month having amounted to a large total at quotations very close to present prices.

Iron and steel stocks continue bare with several weeks asked for delivery of orders, and as long as this condition exists prices are bound to keep very firm. Brass and copper remain firm with an expectation of higher prices. Lead is firmer than a week ago, and a better demand is evident. Sheets are all meeting with a good sale, zinc being higher in outside markets but unchanged locally. An advance appears likely for both spelter and zinc sheets.

PIG IRON—Firm conditions rule; difficulty is experienced in securing early shipments. We quote: Radnor at furnace, $30; Hamilton at furnaces, No. 1, $20.50; No. 2, $20; Londonderry, f.o.b. Toronto, No. 1 $21.50, No. 2, $21; Middleboro, $21.50.

BAR IRON—Demand continues keen with stocks light and prices firm at $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—The market is active with outside conditions continuing irregular and having a slight effect locally. Quotations remain steady at about 43c. to 45c. per pound.

TIN PLATES—There is a good demand for plates and we quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS — More activity is developing, the effects of the prevailing high prices not seeming to be felt very much. We quote: 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. Buying is active and quotations 23c. to 24c. per pound.

COPPER—Outside conditions are very stiff and stocks hard to get, but locally we are still quoting: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—Firmer conditions exist, the demand being more active and prices held stronger. We quote $4.50 for imported pig, and bar lead at $5 per 100 lbs.

ZINC SPELTER—As predicted, advances have been made in outside markets, but last week's quotations are still the ruling figures in Toronto. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — The demand is steady and we continue to quote: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1¼ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4. $20. Terms, 2 per cent. off.

ANTIMONY—A half cent reduction has been made and 28c. is quoted as a result of the easing off.

OLD MATERIAL — Dealers' buying prices are as follows: Heavy copper and wire, 15½c. per lb.; light copper, 13¾c. per lb.; heavy red brass, 13c. to 14c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8½c. per lb.; tea lead, $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4¼ to 4½c. per lb.; iron, No. 1 wrought, $10.50 to $11; No. 2 wrought, $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel, $5; old rubbers, 7¼c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—Quotations remain as follows: Anthracite in cars at bridges, egg, stove and nut, $5.20; grate, $4.95; pea, $3.50, per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.50; ¾ inch, $2.40; mine run, $2.30; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, June 20, 1906

PIG IRON—Cleveland warrants are quoted at 50s. 1¼d, and Glasgow standard warrants at 49s. 11d, making prices as compared with last week 3d lower for Cleveland warrants and 1d. lower for standard warrants.

TIN—Spot tin opened easy at £175 10., futures at £175 5s., and after sales of 180 tons of spot and 200 tons of futures closed easy at £175 5s. for spot, £175 for futures, making price as compared with last week £1 2s. lower on spot and 17s. 6d. lower on futures.

COPPER—Spot copper opened firm at £83 5s., futures £81 5s., and after sales of 250 tons of spot and 600 tons of futures, closed firm at £84 10s. for spot, and £81 2s. 6d for futures, making price as compared with last week £1 10s. lower on spot and £3 7s. 6d lower on futures.

LEAD—The market closed at £16 15s., making price as compared with last week 2s. 6d lower.

SPELTER—The market closed at £27 7s. 6d, making price as compared with last week unchanged.

U. S. IRON AND METAL TRADES.

From the Iron Age, June 21, 1906.

Almost like a clap of thunder from a clear sky has come the dissolution of the Southern Furnace Association, an unusually short lived organization based upon a gentlemen's agreement among the leading Birmingham furnace companies. For months northern furnaces have taken the greater part of what business was coming up in foundry iron, while large consumers, notably in the west, have ostentatiously withdrawn from the market again and again. The crisis was reached this week, one of the southern makers entering the market. Just how much business was secured cannot be accurately determined, but one of the principal transactions was the sale of 10,000 tons to the International Harvester Co., on the basis of $13 for No. 2 Birmingham, a decline of $1 per ton below the nominal price recently quoted. Since the company named has been inquiring for more than double that amount, it looks as though the consumer is expecting further inducements before covering the entire requirements. There are reports to the effect that a cast pipe foundry in Ohio has also taken a large tonnage.

This break in prices cannot help but have a disquieting effect. It came at a time when in other sections the makers were showing some strength. Thus only a few days since leading Buffalo makers had sent out orders to their salesmen to advance prices 25c. per ton. In competitive territory an adjustment of prices on foundry iron must follow, unless the tonnage which the southern makers feel it necessary to book should be only moderate. In such competitive markets southern iron is now freely offered at $13,25 to $13.50 for No. 2 foundry, Birmingham.

It must be clearly understood that the situation is entirely different in the markets for steel making irons. For Bessemer pig the markets are absolutely bare, and there is not much basic immediately available. It is in the latter, however, that the changed conditions in the foundry markets may be felt to some extent.

The demand for finished material is very good. The leading interest, during the first 15 days of this month, booked an aggregate of orders in excess of its best shipping records.

There has been a surprisingly large volume of business lately, considering the season, for wire products, and sales aggregating 100,000 tons of steel bars, for delivery during the year beginning July 1, have been made to consumers outside of the implement trade, who

were disgruntled at not securing the concession granted on season contracts to the latter some time since.

The Eastern Bar Iron Association is to meet to deal with the price cutting which has become more prevalent lately as the result of poor business.

The cast iron pipe trade is under a terrific pressure for deliveries. Premiums of $1 to $2 per ton are being offered in vain to eastern makers for delivery prior to September 1. Only one bidder put in a figure for the 40,000 tons of water pipe for Philadelphia, and he scorned the specifications. The contract for the 6,000 tons of plates for the riveted pipe has not yet been placed.

New Brunswick Trade News

St. John, N.B., June 19, 1906.

The dissolution of the partnership formerly existing between J. M. Robertson and William Kerr, was the ending of the history of one of New Brunswick's best known hardware firms. The dissolution has, however, been followed by the formation of a new company, and one which promises to be very successful. The new concern is to be known as Robertson, Foster & Smith. Mr. Robertson will be the company's president, W. H. Smith will occupy the position of vice-president, and F. A. Foster that of secretary-treasurer. The company will carry on its business at the stand that was occupied by Kerr & Robertson, on Dock street.

Mr. Kerr left several weeks ago for the west. It is understood that he may decide to locate in that section of the Dominion, probably in Calgary, or its immediate vicinity.

* * *

As we have been writing of a dissolved partnership, this will be a not unfitting point at which to refer to one of the consequences of the termination not long since of the partnership between M. J. Sliney and J. Joseph Mitchell. These gentlemen did business on Union street, under the firm name of Sliney & Mitchell. On dissolution Mr. Mitchell continued to occupy the Union street premises, and is reported to be doing a nice trade. He is making a specialty of sheet metal work, as a prominent sign, "The Sheet Metal Man," shows. Mr. Sliney has secured a shop on Waterloo street, and is also reported to be meeting with a goodly measure of success. He is more fortunate than his former associate in one regard—his store is so constructed as to give him an excellent chance for displaying his wares where they will attract the attention of the passer-by. A showing of stoves and ranges a few days ago was the target for a good many glances, and called forth considerable praise. But of its timeliness there might be question.

Indeed, while there are cases of exception, it is too generally the rule here that our hardware merchants do not show evidences of as careful attention to details of window dressing as they might well give this department. In at least one of our largest hardware establishments the lack of care in window dressing is very marked. W. H. Thorne & Co., to look at the other side, frequently deserve especial praise for tastefully dressed windows. It is open to question, however, whether or not window dressing ability is given due recognition in St John.

* * *

While complaints are not heard to any great extent, it seems true that the city trade in hardware is proving a little disappointing at present. Naturally, the time might be expected to be a bit quiet. Several dealers have expressed themselves, however, as feeling that existing conditions, and conditions of the time recently past, cannot be described as wholly satisfactory. The outlook for the Fall trade is, at the same time, such as to give the dealers a feeling that the year as a whole will not furnish much ground for dissatisfaction.

The price situation is continuing unchanged. Apparently there is a feeling of uncertainty as to whether prices are to go still higher, remain about as at present, or tend downward again. The belief seems to be, however, that copper goods, at all events, have not yet finished their course upward.

* * *

The strike in the local timber mills threatens to prove serious for all concerned. The strikers number but upwards of one hundred, nevertheless their work is such as to throw seven hundred or more into idleness. The question at issue is the old one, that of wages. The pilers, who are the strikers, are asking an increase of 30c. per day.

Nova Scotia Trade News.

Halifax, N.S., June 19.

Trade has slackened off considerably since last report, due, it is said, to the elections for the Provincial Legislature, which will be held this week. So wrapped up in politics are the people in certain sections of the province, that firms have recalled their travelers and sent them to other parts until the close of the campaign. Collections still hold good, and prices show little change. Ingot tin is a trifle easier if anything, but jobbers have little confidence in it remaining stationary owing to the unsettled condition of the market. Metals also keep moving up and down, though the changes are not very great. Zinc is quoted at 8¼ for casks and 8¾ for less than casks. Builders' materials are in good demand and it is expected that it will keep up for some time. Paints and oils are selling freely, and ice cream freezers are also in very good demand. The nail market is rather unsettled, owing to some disagreement among the manufacturers on prices; $2.15 is the price quoted for nails, but it is known that some lots have been sold as low as $2.

* * *

Big shipments of ore from the mines at Wabana, Nfld., are being received weekly at the Dominion Iron & Steel Company at Sydney. The steamer Tricolor has just landed a cargo of 6,050 tons, and the steamer Bergenhus, 5,300 tons. The latter cargo was discharged in thirteen hours, which is the best performance the men on the ore piers have yet accomplished.

* * *

It is thought that the Dominion Coal Company's electric plant will soon be in operation. Only one of the four large alternating machines will be started at first, the others being kept in reserve until everything is in complete working order. The electric power will first be used for pumping only, and will advance as the machinery will be extended to haulage purposes.

* * *

The scarcity of labor in Cape Breton continues, and operations at the steel plant and at the coal mines are seriously hampered. One contractor who has a large excavating contract is offering $1.75 per day to men, and cannot even secure them at that price. Work is progressing favorably at No. 2 colliery. An increase in the output is expected providing enough loaders can be obtained. This mine in particular is very short of loaders and drivers, due to the large number of Newfoundlanders going home to work in the iron mines.

* * *

David Mitchell, of the Chignecto mines, is visiting Glace Bay for the purpose of obtaining information in regard to the town's electric light plant for use in the installation of a plant in Cumberland County.

U. S. TRADE WITH CANADA.

The Iron and Coal Trades Review of London in the current issue expresses its disappointment editorially at the continuance of "the almost unconquerable supremacy which the United States enjoys in the market of the Dominion." The tonnage of iron and steel has increased, and the variety of products has broadened.

The chief reason for this, to our mind, is that the United States and Canada are contiguous, and the manufacturers in the United States are alert to pick upon every opportunity to increase or establish their trade. Canada is growing, her needs are varying, and her own manufacturers are constantly adding to their production in one line or another. The American manufacturers are alert to jump in whenever they see an opening and when they lose in one branch of trade they quickly try to build up another.

There has been an impression in some quarters that there was an international division of rail territory, in connection with the foreign rail pool, whereby the United States was given the American continent, except Canada, that being reserved for the English manufacturers. Statistics of exports would show that no such agreement has been carried out, the British exports to South America being large, but the Iron and Coal Trades Review definitely says: "No such arrangement could possibly have been made."—American Metal Market Report, June 19.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

731. Agent—A London company of engineers and boiler makers manufacturing heating and ventilating apparatus, vacuum pans, and other specialties, wish to do business in Canada, and are prepared to appoint suitable resident agents.

Hardware and Metal Conditions in Manitoba.

Market quotations corrected by telegraph up to 12 a.m. Friday, June 22, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

PRICE CHANGES :

Solder—Advanced 2c.

White Lead—Quoted 25c. higher.

Wholesale hardware business during the past week has shown no abatement in activity, and wholesalers report a continued good demand for all seasonable lines. Prices hold firm, and in some instances show advances, such as solder, which is 2c. higher, and white lead at an advance of 25c. per hundred pounds. Pig lead is also stronger and an advance is looked for, but so far prices are quoted at the previous level. The activity in the building trades continues, and supplies required by such are in good demand.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE—Retail competition is still reported as being very keen. Jobbing prices are steady. We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows : Iron, No. 0 to No. 1, $4.65 ; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—Revised list and discounts are now as follows : No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows : "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows : ½ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅝ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows : Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows : Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows : Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote : 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅜, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows : Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—The list on "Irwin" auger bits is now the same as on common bits. Discount on "Irwin" is 47½ per cent., and on the common bits 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows : Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50 ; malleable unions, 55 p.c.

GRINDSTONES — The price is now 1¾c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows : Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows : 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 p.c.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are : Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows : Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows : Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows : Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows : Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows : "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Price has been reduced ½c. per lb. Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC. — We quote as follows : Cartridges, Dominion R.F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33½; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells : Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.00; chilled, $7.50; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—We quote : Bar iron (basis), $2.70; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jesson $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—As noted last week the price has been advanced to $5.25 per cwt. with a reduction of 25c. per cwt. for ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are : Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95 ; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows : IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote : Canada plate, 18 x 21, 18 x 24,

$3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are : 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are steady. We quote : Silver Star, per gal., 21½c.; Sunlight, 22½c.; Eocene, 24½c.; Pennoline, 25½c.; Crystal Spray, 24½c.; Silver Light, 22½c.; Gasoline, 70-72 (engine), 25½c.; in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE Quotations are : White lead, pure, $7; bladder putty, in bbls., 2½c.; in kegs, 3¾c.; turpentine, pure, in barrels,$1.07; less than barrel lots, $1.12; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote : 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75;91 to 95, $17.30.

WHOLESALE FOR CALGARY.

J. H. Drewe, manager of the J. H. Ashdown Hardware Company's store at Calgary, has announced that the Ashdown firm will build a large wholesale house in Calgary, making it a distributing point for the west. Work will be commenced in the near future on property already owned by the company.

A Calgary report also says that a Toronto wholesale hardware firm doing a large business in the west will also make Calgary its western headquarters, but for the present are saying little about it.

Lawn swings and hammocks are seasonable. A sample set up in the store will attract attention—and sales. Tents and flags ought to be good sellers also.

A man doesn't know how to live until a woman has taught him, and then it often happens he prefers to live alone.

SALESMAN WANTED

WANTED—An experienced, active hardware and stove salesman, must be good stockkeeper and capable of taking charge of front shop. Apply stating experience, references, salary, Box 839, St. Thomas, Ont. (24)

RANCH FENCING

We are putting on the market a Woven Wire Fence in 40 rod rolls. This is a special ranch fence and a winner—it competes with barb wire, weight of roll considered.

MUNRO WIRE WORKS, Limited

NEW GLASGOW, N.S., AND WINNIPEG, MAN.

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EASY TO APPLY. QUICK TO DRY.

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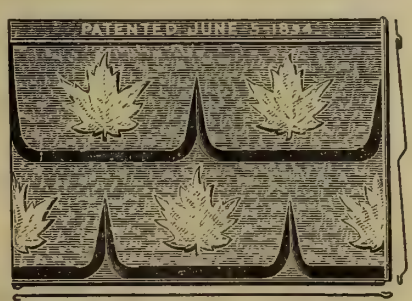
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Wood is too friendly with fire to be on the roofs of houses. Consequently

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are in great demand. Besides resisting fire, they are rain-proof, snow-proof, lightning-proof

A man in your town, say, is building a house. What is to hinder you getting after a Metal Shingle order? Give the owner the insurance argument, the "fifty-years wear" argument. If he says to see the contractor, give that gentleman the "future" argument—That if he recommends wood shingles and trouble asises (as it is sure to) he will reduce his chances for getting contracts.

ASK US TO SEND YOU PRICES

METAL SHINGLE & SIDING CO., Limited

PRESTON, ONTARIO

RETURNED Dec/17/06 to Quinn Cut Book No. 58 Page No. 70

THE TRADERS BANK OF CANADA

Proceedings of the Twenty-first Annual General Meeting of Shareholders, Held at its Temporary Offices, 10 Front Street West, Toronto, on Tuesday, the 19th Day of June, 1906.

The chair was taken by the President, Mr. C. D. Warren, and the General Manager was requested to act as Secretary, when the following Statement was read:

STATEMENT OF THE RESULT OF THE BUSINESS OF THE BANK

For the Year Ending 31st May, 1906.

The net profits for the year, after making full provision for all bad and doubtful debts, and reserving accrued interest, amounted to	$396,231.75
Balance at credit of Profit and Loss last year	35,158.91
	$431,390.66
Appropriated as follows, viz.:	
Dividend No. 40, three and one-half per cent., paid 1st December, 1905	$104,992.00
Dividend No. 41, three and one-half per cent., payable 1st June, 1906	105,000 00
Transferred to Officers' Guarantee Fund	5,000.00
Transferred to Officers' Pension Fund	5,000.00
Transferred to Rest Account	150,000.00
Balance at Credit of Profit and Loss new account	61,398.66
	$431,390.66

Percentage of Net Profits.....13.21 per cent.

GENERAL STATEMENT, 31ST MAY, 1906.

LIABILITIES.

Capital Stock paid up	$ 3,000,000.00	
Rest Account	1,250,000.00	
Dividend No. 41, payable 1st June	105,000 00	
Former Dividends unpaid	221.16	
Interest Accrued on Deposit Receipts	7,061.59	
Balance of Profits carried forward	61,398.66	
		$ 4,423,681.41
Notes of the Bank in Circulation	2,310,125 00	
Deposits bearing interest, including interest accrued to date	$15,623,539.25	
Deposits not bearing interest	4,867,333.13	
	$20,490,872.38	
Balance due London Agents	748,766.98	
		$23,549,764.36
		$27,973,445.77

ASSETS.

Gold and Silver Coin Current	$ 288,879.84	
Dominion Government Demand Notes	1,507,986.00	
Notes and Cheques on other Banks	618,562.70	
Balance due from other Banks	252,226 26	
Balance due from Foreign Agents	489,977.08	
Dominion and Provincial Government Securities	632,216.53	
Railway and other Bonds, Debentures and Stocks	427,038.05	
Call and Short Loans on Stocks, Bonds and other Securities	1,655,798.29	
		$ 5,872,684.75
Bills discounted current	$21,274,550.77	
Notes discounted overdue (estimated loss provided for)	4,530.15	
Deposit with Dominion Government for security of general bank note circulation	111,000.00	
Real Estate, the property of the Bank (other than the Bank premises)	20,434.57	
Bank Premises (including safes, etc.)	690,245.53	
		$22,100,761.02
		$27,973,445.77

H. S. STRATHY, General Manager.

The accompanying statement shows the result of the business of the bank for the year ending 31st May, 1906; also its financial position as on that date.

The business of the bank continues to show satisfactory progress. The net profits, 13.21, are in excess of the previous year, when they were 11.34.

New business of a most desirable character continues to be offered, and in order to take advantage of the large and growing business offering in the Northwest, and especially at Winnipeg, where results have far exceeded the best expectations of the management, your directors considered it was in the best interests of the bank to increase its capital, under the authority given at a special meeting of the shareholders held on the 17th of April. An allotment of two million dollars was therefore made on the 21st of May in the proportion of two new shares for each three held at the close of business on the first day of June. This allotment was made at 40 per cent. premium, being slightly below the proportion the Rest then bore to Capital, and, while it is only two weeks since the allotment was made, it has been most gratifying to the directors to find that subscriptions have already been received for nearly one million dollars, a large proportion of which has been paid, and with still many shareholders yet to hear from.

At the special meeting of shareholders above referred to the date for holding future annual meetings after the present one was changed by by-law to the fourth Tuesday in January of each year, and as our stock is held almost entirely as investment, it is proposed that dividends hereafter shall be paid quarterly, and in order to bring those into even quarters for the year a dividend for four months will be paid on the first of October and quarterly thereafter on the first of January and each succeeding three months.

Your directors hope to welcome the shareholders at the annual meeting in January next in the new and commodious bank premises now nearing completion on Yonge street. The bank has provided for ample accommodation in the building for future growth and expansion, and your directors have pleasure in stating that the demand for offices is quite equal to the most sanguine expectation. The vault accommodation will furnish absolute protection to the bank's securities, and it will be gratifying to know that every precaution has been taken in this respect to guard against loss by fire or otherwise.

During the fiscal year just closed nineteen new branch offices have been opened, viz.: thirteen in the Province of Ontario, two in Manitoba, including Winnipeg, three in Alberta, including Edmonton and Calgary, and one at Regina, Saskatchewan.

The different offices of the bank continue to receive the usual careful inspections.

C. D. WARREN, President.

The usual resolutions were moved and adopted.

The scrutineers reported the following gentlemen duly elected to act as directors for the ensuing year, viz.: C. D. Warren, Hon. J. R. Stratton, C. Kloepfer (Guelph), W. J. Sheppard (Waubaushene), C. S. Wilcox (Hamilton), E. F. B. Johnston, K.C.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Western Paint Goods.

G. F. Stephens & Co., of Winnipeg, offer their catalogue free to those who ask for it. Their specialty is ready-mixed paints, "made with Manitoba linseed oil," which they extensively advertise in order to help the dealer sell it.

Sleigh Bells.

The Carriage Mountings Co., of Toronto, have brought out catalogue "S," showing their new saddle chimes and sleigh bells for next season. Some new screens and dash rails are included, which are very stylish. A copy will be sent those dropping a line for it.

Cement Block Machines.

The James Stewart Manufacturing Co., Woodstock, in their catalogue show what has been done with the Dunn hollow block machine in real artistic construction. A photogravure of a cement block house on page 3 would at once dispel any doubt as to the beauty of this kind of structure when properly built. The broken ashlar construction is particularly good. Catalogue will be sent on request.

Ice Cream Freezers.

A seasonable catalogue is that of the Dana Manufacturing Co., of Cincinnati, who are large manufacturers of ice cream freezers. A good feature of the Dana make is that the gearing is outside the freezer, thus insuring cleanliness and freedom from salt and oil.

Electrical Specialties.

The R. E. T. Pringle Co., Toronto, Montreal and St. John, are sending out a new catalogue and price list on electrical and chemical specialties which includes arc lamps, shades, fuses, cut-outs, etc. They have the newest appliances made and will send catalogues on request.

SHEET METAL
Building Materials

We make only reliable goods at right prices. No cheap trash.

Prompt shipment and careful attention to details guaranteed.

Do you handle "Metallic" goods? If not, why not? No trouble, no expense, simply a little persuasive talk and the profit is yours; besides you have a satisfied customer who sends others.

WE PROTECT THE DEALER.

We have always done so for the past 21 years.

Catalogue sent upon request.

The
Metallic Roofing Co.
MANUFACTURERS *Limited*

TORONTO and WINNIPEG.

Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

Floor and Wall Registers.

The James Smart Mfg. Co., Brockville, are showing a large range of round and square registers for floor and wall use, in their latest catalogue. Many specialties in the way of dampers are also included.

Rotary Washing Machine.

The Pan-American Rotary is the name of the washing machine being pushed by the London Foundry Company, of London. This machine has special merits which the company will describe on receipt of a card.

Corrugated Roofing.

The Pedlar People are making a specialty of corrugated iron for building purposes this year. Their goods are constantly growing in favor, and for factories, barns and all outbuildings there is nothing more satisfactory. A card addressed to them at Oshawa, Ont., will bring full information.

At a subsequent meeting of the newly elected directors Mr. C. D. Warren was re-elected president, and Hon. J. R. Stratton, vice-president by a unanimous vote.

June 19th, 1906 :

H. S. STRATHY,
General Manager.
The Traders Bank of Canada, Toronto,

The following comparative statement will show the progress of the bank from 31st May, 1897 :—

As on 31st May	Capital Paid Up	Rest	Deposits	Circulation	Assets	Dividend
1897.....	$ 700,000	$ 40,000	$ 4,235,331	$ 676,195	$ 5,886,855	6
1898.....	700,000	50,000	4,930,817	697,680	6,824,850	6
1899.....	700,000	70 000	5,661,112	680,920	7,638,303	6
1900.....	1,000,000	150,000	6,528,074	987,440	9,177,061	6
1901.....	1,344,420	250,000	7,672,591	1,192,470	10,846 449	6
1902.....	1,350,000	350,000	8,890,430	1,337,600	12,294.836	6
1903.....	1,500,000	450,000	10,881,652	1,439,510	14 759,572	7
1904.....	2,000,000	700,000	13,311,296	1 868,900	18,573,533	7
1905.....	2,996.715	1,100 000	15,809,740	2,111,350	22,330,016	7
1906.....	**3,000,000**	**1,250,000**	**20,490,872**	**2,310,125**	**27,973,445**	**7**

FOUNDRY AND METAL INDUSTRIES

A new mining company to develop the Ikokan iron mines has been formed at Duluth. Dr. McKenzie, A. Snyder, H. Cruso, and A. Mills, of Duluth, are the head of it.

The Canadian Metal Company's smelt at Frank, Alta., has been completed It is now producing and shipping zinc. This is the first smelter of its class in Dominion and it should prove to be great boon to the Canadian market.

The Canadian Mine & Smelter Supply mpany intend establishing a plant in toria to manufacture mining machin-

The London, Eng., Standard's New rk correspondent says that the Steel ist will not erect its proposed plant Canada in 1906 but has options on d at Hamilton and Collingwood. This incorrect as no such options are held the U. S. Steel Corporation.

The Ontario Iron & Steel Company making preparations for the erection their new plant at Welland, and have arge quantity of material on the und.

The Brandon Machine Works Company l build an office and wareroom build- at Brandon to cost $16,000.

The Moose Jaw Machine Works Com- y has been organized with a capital $50,000. They will manufacture eshing engines, gasoline engines and chinery.

LARGE INCREASE IN IRON PRODUCTION.

The production of all kinds of steel ots and castings in Canada in 1905 eeded the record of 1902 by 221,412 s. As compared with 1904, the in- ase amounted to 254,665 tons, or over per cent. Bessemer and open-hearth l ingots and castings were made in and 1905, the production of open- rth steel amounting in the latter r to over 59 per cent. of the total. ost all the open-hearth steel report- in 1904 and 1905 was made by the process. The Bessemer steel was made by the acid process. A few dred tons of steel were made in 1905 a special process. The direct steel ings made in 1905 amounted to 9,- tons, against 6,505 tons in 1904.

The following table gives the produc- of all kinds of steel ingots and cast- in Canada from 1894 to 1905, in s tons :

Years.	Gross tons.
1894	25,685
1895	17,000
1896	16,000
1897	18,000
1898	21,540
1899	22,000
1900	23,577
1901	26,084
1902	182,037
1903	181,514
1904	148,784
1905	403,449

The production of all kinds of finished rolled iron and steel in Canada in 1905 was also much greater than in any previous year, and amounted to 385,826 tons, as compared with 180,038 tons in 1904, the year of next largest production, an increase of 205,788 tons, or over 114 per cent.

The following table gives the production of all kinds of iron and steel rolled into finished forms in Canada from 1895 to 1905, in gross tons :

Years.	Gross tons.
1895	66,402
1896	75,043
1897	77,021
1898	90,303
1899	110,621
1900	100,690
1901	112,007
1902	161,485
1903	129,516
1904	180,038
1905	385,826

The production of Bessemer and open-hearth steel rails in 1905 amounted to 178,885 gross tons, against 36,216 tons in 1904 ; structural shapes, 885 tons, against 447 tons in 1904 ; name and spike plate, 4,110 tons, against 5,030 tons in 1904 ; plates and sheets, 4,944 tons, against 3,102 tons in 1904 ; all other finished rolled products, excluding muck and scrap bars, blooms, billets, sheet bars, and other unfinished forms, but including for 1905 1,120 tons of forging blooms or forging billets, 197,002 tons, against 125,243 tons in 1904.

The total quantity of all kinds of iron and steel rolled into finished forms in Canada in 1905, including forging blooms and forging billets, amounted to 385,826 tons, against 180,038 tons in 1904. Of the 385,826 tons of finished iron and steel reported for 1905, about 318,495 tons were rolled from steel and 67,421 tons from iron, as compared with 126,850 tons rolled from steel and 52,188 tons from iron in 1904.

Opportunity is something a fool waits for while the wise guy runs down the road to meet it.



WIRE NAILS
TACKS
WIRE
Prompt Shipment
The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

"CARRON" PIG IRON

Best Scotch make.

Prices Moderate.

A. C. LESLIE & CO
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE

or to

Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

CANADA SMELTING CO.
Limited

STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Perfectly Flat Galvanized Sheets

Is a marked characteristic of

GILBERTSON'S

COMET
Brand

Sold by all jobbers who are up-to-date.

It sells readily, is selected carefully; soft and smooth. Prices lower than other high-grade brands.

MAKERS:

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

THE CATALOGUE HOUSE VS. THE RETAILER

V. W. Hartman in the St. Paul Trade Journal.

This much-mooted question is of interest to practically every person in the United States, because it affects all of us more or less directly.

It is of first interest and importance to the retail dealers in the smaller centres of population, for the reason that the catalogue houses put in their "best licks" to secure the farmers' trade, which naturally belongs to the retail merchants in the small villages scattered over the country.

Aside from a few thoughts on the proposition in a general way, I am going to devote my attention more particularly to one feature, or, more properly speaking, a single branch of the mail order business.

It is a significant fact that not a single catalogue house sells a dollar's worth of goods to people living in the town or city where the business is carried on. It is not difficult to explain why this is true. The policy of all catalogue houses is to sell their goods by means of "descriptive" catalogues, filled with illustrations and elaborately worded descriptions of the various goods they have to offer. In other words, the purchaser "buys a pig in a poke," accepting the statements made in the catalogue as true. He pays cash in advance for goods, of the quality of which he knows absolutely nothing. Not even a sample is placed in his hands. It may be said that the catalogues tell the truth within prescribed limits, yet when the goods are received, in how many cases do they prove to be all that the purchaser had anticipated or been led to believe they were by the ingeniously worded descriptions printed in the catalogue sent him?

How many farmers would buy a horse or cow from a stranger and pay him good money for it without at least making a personal examination of the animal before handing over the money? Yet it would be no more foolish to do that than it is to buy goods from a distant part of the country, paying cash in advance for them, without first seeing what he is going to get.

Retailing Paint.

If there is one article in common use that should be purchased with more than ordinary caution, it is paint. It is practically impossible for the ordinary person to know whether he is getting good paint or bad paint. The manufacturer who caters to a restricted territory like the Northwest depends upon the permanent trade of practically the same people from year to year. He does not and cannot find a new market for his products from time to time, so he goes to, say, a hardware dealer in a town and says to him: "Mr. Smith, I am making a first-class, durable, honest line of paints. I want you to handle them for me in your town. I will advertise them for you, will guarantee them to your customers and co-operate in every manner possible with you to build up a permanent trade." In other words, the paint manufacturer builds his reputation on the quality of his goods—depends upon the fact that his paints, being good, honestly made and capable of giving perfect satisfaction, will cause people to purchase and use them from time to time as their needs demand. He has an expensive factory requiring an investment of thousands of dollars to install and the expenditure of many more thousands to operate and maintain. His customers and their friends are always welcome to inspect his plant and see for themselves how he makes his paints. In short, he is practically in personal contact with every user of his goods.

But how about the catalogue house? I have already called attention to one characteristic of the average catalogue house paint—its quality—showing from an analysis that the particular paint under discussion contained nearly 25 per cent. of water in the thinner, and 50 per cent. of absolutely useless and detrimental organic matter in the pigment.

The purchaser or consumer of paint is practically at the mercy of the manufacturer, because he cannot know whether he is getting real paint or a cheap and inefficient imitation. His only protection

(Continued on page 72.)

GLAZIERS' DIAMONDS



Ahead of all others in quality and workmanship. If sparks of fine quality, set by experts, are what you require, buy Diamonds of A. Shaw & Son's make.

Canadian Agent

GODFREY S. PELTON

201 & 202 CORISTINE BUILDING, MONTREAL



Nothing better can be made for beautifying or preserving shingles than our

M. L. Creosote Shingle Stains

We have a good range of shades and make special colors to order.

SEND FOR SLATS SHOWING COLORS

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA.

TEST OUR ABILITY AS SHIPPERS

Test us by ordering a quantity of

TRANSPARENT AIR-DRYING LACQUERS
TRANSPARENT BAKING LACQUERS

You cannot get better lacquers. You cannot get quicker shipments ; so send your orders along now.

CATALOGUE GIVES NECESSARY INFORMATION. WHY NOT HAVE ONE MAILED TO YOUR ADDRESS?

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

AN AID TO CLEANLINESS

Kitchen floors are hard to keep clean when covered with the ordinary **floor paints,** which accumulate dirt, and rub off when washed.

JAMIESON'S Floor Enamels

dry very hard, in a short time, and leave a gloss which prevents the collection of dirt. They wear like iron, and are not affected by washing.

These are sure business-getters. Made in all the popular colors

BY

R. C. JAMIESON & CO.
LIMITED
MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT VARNISHES.
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

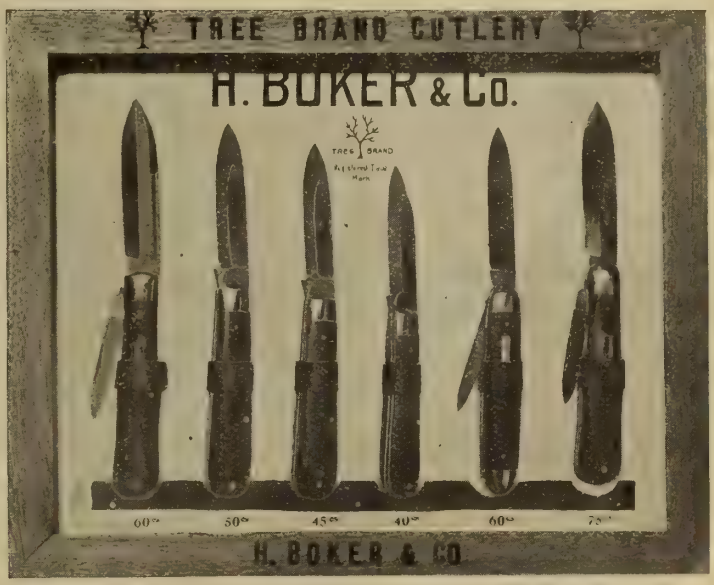
OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.



OAK-CABINET

Given away FREE of charge with an order for six half-dozen Pocket Knives as illustrated above.

May be had through all leading wholesale hardware firms.

The
Brandram
Secret

If the secret of corroding and refining

BRANDRAM'S
B. B. GENUINE
WHITE LEAD

had not been carefully guarded, no doubt there would be numerous White Leads very closely resembling it both in appearance and quality.

By confining this knowledge, however, to not more than one or two confidential employees in each generation, it has been found possible to preserve the discovery to its owners.

This explains why practical painters are willing to pay an extra price for **Brandram's,** and it is also the reason why

ANCHOR
and
ENGLISH LIQUID
HOUSE PAINTS

in which the only White Lead used is Brandram's B. B. Genuine, are the Best Ready Mixed Paints sold in the Canadian Market.

HENDERSON & POTTS
LIMITED, HALIFAX, N. S
ST JOHN, N. B.

HENDERSON & POTTS
CO., LIMITED, MONTREAL
WINNIPEG

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 21, 1906.

Several price changes have taken place during the past week. Pigments are considerably higher in tone, and advances have been declared in a number of lines. Red lead on the local market has at last responded to foreign conditions, and prices are now 25c. higher all around. English vermilion has also scored a sharp advance, the ruling figures this week being 5c. per pound above those which have been quoted for some time past.

As was to be expected, dry white lead has been forced up, as the result of a keen demand which cannot be satisfied by Canadian producers. An advance of ¼c. a pound is in effect this week.

Linseed oil and turpentine have both declined a cent. The former fluctuation somewhat surprised the dealers as, in spite of slight see-saws recently noted, this commodity had remained generally steady up to this time. The drop in turpentine was not surprising, as the supply appears now to be a heavy one, with the demand only fair.

TURPENTINE — Single barrels, 86c. per gallon; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

LINSEED OIL—Raw, 1 to 4 barrels, 54c.; 5 to 9 barrels, 53c.; boiled, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c.

GROUND WHITE LEAD — We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC—Our prices are: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD — Prices are firmly held as follows: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC — We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—We quote the following prices, which are subject to withdrawal or change: Barrels, 600 lbs., 19¼c. per lb.; kegs, 250 lbs., 19½c. per lb.; 50-lb. drums, 20c. per lb.; 25-lb. drums, 20½c. per lb.; 1-lb. pkts., 100 lbs. in case, 21c. per lb.; 1-lb. pkts., 50 lbs. in case, 21c. per lb.; ½-lb. pkts., 100 lbs. in case, 23c. per lb.; 1-lb. tins, 100 lbs. in case, 22c. per lb. Terms 2 per cent. 30 days.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at 24c. in bbls.

WINDOW GLASS—We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break, 50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25; second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 2, 1906.

Rainy weather has affected the demand for paint stocks some, but a slackening off would be welcomed by many manufacturers, who have been having difficulty in filling orders promptly. Travelers have been taken off the road to work inside in at least one Toronto house, they reporting that every month this year had shown a tremendous increase in business, the increase for May being $7,000.

Call Loud Through Your Store—



"I Keep these Modern Wood Finishes"

More and more the advantages and artistic effects of finished floors and rugs are b ing realized, and if you would keep abreast of the times you should stock the following modern wood finishes:

Ark Brand Floor Paint—For inside or porch floors. It wears with the elasticity of rubber and dries over night.

Ark-a-Lac Floor Finish—Stains and varnishes at one application. Made to imitate all natural woods—and clear.

Grippin's Wood, Crack and Crevice Filler—For filling unsightly cracks in floors. The original and only time-tested crack-filler.

Ark-El-Ite Varnish Stains—For finishing all kinds of wood. Does not settle in the can like paint. A most popular line to carry.

Rex-Lac Wax Finish—The modern artistic finish for all woodwork. Produces by one application a handsome Wax-like finish, staining the wood any desired shade at the same time.

THE **FRANCIS-FROST Co.** LIMITED
TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

Ramsay's Creosote Stains

Sometimes you are asked for Creosote Shingle Stains. Are you ready for the trade? Look at our sample slats, and look at our prices.

Ramsay's Creosote Shingle Stains are away below imported goods and away up in quality. This is becoming a popular line. With Ramsay's prices, and Ramsay's quality, popularity will increase. Let us send you our samples and prices. It will mean information and business for you.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Brantine Oil Finish

A money-saver
A trade-getter
A finish with merit

Brant-Lac

The leader in its line
The strongest seller
The favorite

Turpentine Shellac

A first-rate
First-coater

The dealer who orders them soon leads in the retail race

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.

ALL PAINT OF MERIT

Must bear a price in proportion to the skill, taste, time and expense attending its manufacture. The Colors, Varnishes, Stains and Enamels bearing the label of THE CANADA PAINT COMPANY may cost a fraction more than the ordinary "get-rich-quick" compounds but,

THE VALUE IS THERE!

RUSKIN says:

"A composition for cheapness and not for excellence of workmanship, is the most frequent and certain cause of the rapid decay and entire destruction of arts and manufactures."

POOR PAINT RAPIDLY DISAPPEARS

INSIST upon the Painting Material made by

The Canada Paint Company, Limited

The Largest Color and Varnish Makers in the Dominion.

There are no changes in prices to report, oil and turpentine being held at the same figures as a week ago. Paris green stocks are low with some jobbers finding difficulty in filling booked orders.

WHITE LEAD— Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., —$5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN— Canadian Government standard, 600-lb. barrels, 19 1-4c.; 20c.; 25-lb. drums, 20 1-2c.; 1lb. packages, 21c.; 1-2 lb. packages, 23c.

SHELLAC VARNISH— Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange), $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 55c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 58c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels 90c., 2 to 4 barrels 89c., f.o.b. point of shipment, net 30 days. Less than barrels. 95c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS— Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL— English, in cases, 8 1-2c. to 9c. per lb., and 10c. for single tins

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.38; Pennsylvania, $1.64; Ohio, 98c.

THE CATALOGUE HOUSE VS. THE RETAILER.

(Continued from page 68.)

is the honor and integrity of the manufacturer.

This being true, is it not reasonable to believe that the reputable paint manufacturer, especially if his business is located in the heart of the territory in which his paints are sold, is going to make good paint"? He has got to do it if his business lives and prospers. His success depends upon the continued patronage of the consumers in his territory—not upon a single order from any one customer or set of customers. It is the steady demand of satisfied customers that insures his prosperity and the continuity of his business.

On the other hand, consider the position of the mail order paint houses. Their customers live in places far removed from the place where the paint is made and sold. Implicit dependence must be placed in the cleverly worded and often misleading statements in catalogues and letters. Cash in advance is demanded. When the paint fails to measure up the standard of quality the consumer has been led to believe it possesses, it is next to impossible for him to obtain redress. The mail order house has no local reputation to make or sustain. Its business is restricted only by the boundaries of the whole country, and in nine hundred and ninety-nine cases out of a thousand anything like a satisfactory adjustment of the customers' complaint is impossible. The mail order people don't care. They have the money, the customer has the goods. So far as they are concerned, the deal is closed, and they see to it that it remains closed.

Misleading Methods.

To illustrate some of the methods employed to impress upon the minds of paint consumers not familiar with the details of how paint is made, the alleged fact that theirs is the only and best kind of paint to use, I will quote several statements from an advertisement in the Saturday Evening Post of May 5, 1906, and then point out why they are misleading and impossible of accomplishment:

"My paint is unlike any other paint in the world.

"It's ready to use — but not ready mixed.

"After each order is received my paint is made to order, packed in hermetically sealed cans, with the very day it is made stamped on the can by my factory inspector. I ship my pigment—which is white lead, zinc, drier and coloring matter freshly ground and mixed after the order is received—in separate cans—and in other cans I ship my OIL—which is pure, old process linseed oil—the kind you used to buy years ago before the paint manufacturers to cheapen the cost of paint, worked in adulterations.

"My paint is made to order fresh for each individual order after the order is received."

The cost of production regulates in a large degree the price of any commodity in general use. In the manufacture of paints expensive machinery is required to mix and grind the raw materials to the proper consistency for use. An extensive and costly plant must be operated and maintained. It must be kept constantly at work in order to secure

the maximum output at the minimum cost. To do this it is necessary to make each color or kind of paint in large quantities, because the mixing and grinding machinery is necessarily of large capacity, and hundreds of gallons of paints must be turned out every day. To any one at all familiar with modern methods in vogue in the manufacture of high-grade paints, the claim made in the advertisement quoted from that every single order for 6, 8, 10, 12 or 15 gallons of paint is made up especially after the order is received is too ridiculous to receive even passing notice. But to the thousands and tens of thousands of consumers who read it the claim may and very likely does seem plausible. The intent and purpose of this article is to direct the attention of retail dealers to the fact, and request them to use the information given in such manner as will educate and convince all of the paint consumers in their respective localities that they will not get what they are led to believe is to be supplied to them when they purchase catalogue house paint. It is made to sell. Whether it wears well and gives the purchaser full value for the money paid is a matter of indifference to the people who sell it. They are too far away to be reached, and consequently have no particular reason for concern.

The average run of customers served by the retail merchants are both intelligent and reasonable. They naturally desire to get the best value for their money, and if a proposition like the one under discussion is put up to them in a direct manner there is every reason to believe they will see the force and truthfulness of the argument. They require educating, that's all, to become permanent customers for good paints sold and recommended by their local dealers.

It's a proposition every retail dealer should give thought and attention to.

Note. — Retail merchants everywhere should endeavor to secure the publication of this article in their local papers. —Editor.

SANITARY EFFECT OF PAINTS.

A study has recently been carried on in France to discover what effect, if any, wall paint has on bacteria, with the result that the tendency of wall paints was distinctly detrimental to the life of all bacteria. The colors of enamelled porcelain were found to be more sanitary than oil colors, particularly with regard to tuberculosis bacillus.

WALL PAPER.

At the present time the manufacturers are very busy with their samples for the next season. The season, according to what can be gleaned at this date, will be replete with novelties of every description. It is promised that the lines placed on the market this coming season will be better and of greater range than any seen heretofore. It is as yet a little too early to go into the matter of samples for the next season, that is to speak authoritatively on them, inasmuch as the manufacturers themselves have not yet completed their plans as to colorings; final decisions as to patterns and other matters still occupy the attention of many. A record season is anticipated on all sides, however, and steps are being taken which will place the trade in a position to fill all demands.

Possibly the outstanding feature of the new samples will be the brighter colorings. A richer coloring scheme is demanded and the mills have turned out already many neat designs. One large manufacturer stated he was convinced that red was a past favorite. Red, which has had such a run in the past, apparently has given way to greens, browns, and greys, which are expected to be excellent sellers. Greens and greys are held to be the favored shades by a great many, while others give preference to browns in place of greens.

Flat effects are prophesied for next season, many being of the opinion that they will be largely used. For the high-class trade German characters in fine coloring effects are being shown, among other lines.

The staple cheap lines do not show any great changes for the coming season. There are the usual number of new patterns and some good designs rather out of the usual will be shown.

Push hammocks and lawn goods in your advertising now. Water coolers are also a good seasonable line and a trip around the stores and public buildings should secure several orders for these goods.



FIGURE UP YOUR *SALES* OF

WALL PAPER

You will find that out of last season's sales you made your biggest profits on the Staunton lines. Two ways to prove it—selling price over cost price, and so little Staunton stock among the "left-overs." Another reason why Staunton Wall Paper is best to carry is that in originating the season's patterns and colorings Stauntons get closest to what the actual demands of the market will be.

Stauntons' Travellers

will soon be on the road with samples for 1907. Don't place an order until you see their new colorings, new designs and new prices.

STAUNTONS

LIMITED

Wall Paper Manufacturers **Toronto, Ont.**

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Smart Bag Company, of Montreal, will erect a $50,000 factory.

The Dominion Textile Company will build a $50,000 factory at Montreal.

The Peterborough Show Case Company will erect a new factory in that city.

Port Hope electors will vote on borrowing $7,400 for a lighting system on July 4.

Barrie ratepayers carried a by-law to vote $27,000 to enlarge their water-power plant.

The Western Systems Company has been organized to manufacture loose leaf systems, office books, etc.

The Yale Columbia Lumber Company had their works at Nakusp, B.C., destroyed by fire. Loss $22,000.

The International Electric Company have asked Chatham for a loan of $20,000 to establish a new plant there.

The Hamilton Plate & Mirror Glass Company will go into the manufacture of plate glass and mirrors in Hamilton.

The Automatic Telephone Company will erect a factory at Brantford for the manufacture of telephone supplies.

The Berg Manufacturing Company contemplate manufacturing sand lime bricks and machines for making same in Brantford.

The Norton System Telephone Company are negotiating with Peterborough with a view to establishing a factory there.

The commercial travelers of Manitoba have joined the Dakota and Minnesota travelers in convention at Albert Lea, Minn.

George Townsend, of Chicago, has the contract for building the Hamilton, Ancaster & Brantford Electric Railway. Work will be commenced shortly.

The Blanchite Process Paint Company has been incorporated under Ontario charter with a capital stock of $250,000 for the purpose of manufacturing paints, varnishes, etc. The provisional directors are J. C. B. Blanch, O. C. Arlitz, B. M. Armstrong, J. E. Askwith and Andrew Haydon, with head office in Toronto.

The Canadian Wire Screen Manufacturing Company has been incorporated under Ontario charter with a capital stock of $250,000 for the purpose of manufacturing wire roller window screens. The provisional directors are G. B. Meadows, H. G. Hopkirk, F. A. Mansell, M. C. Mowry and A. T. Blackwell, with head office at Toronto.

The Dominion District Steam Heating Company has been incorporated under Ontario charter with a capital stock of $100,000 for the purpose of manufacturing lighting and heating apparatus and appliances. The provisional directors are W. E. Warburton, W. Seccombe, G. E. Bradshaw, H. L. Dunn and J. W. McDonald, with head office at Toronto.

The Superior Portland Cement Railway Company has been incorporated under Ontario charter with a share capital of $50,000 for the purpose of constructing an electric railroad from their works to an adjoining lake. The provisional directors are George McIntyre, D. B. Brown, G. E. Brown, W. H. Jackson and W. DeL. Wilson, with head office at Orangeville, Ont.

The Great Lakes Portland Cement Company have been chartered to manufacture cement at Port Colborne, Ont. The capitalization is $1,000,000 and the promoters claim it will be the largest cement industry in Canada. Work will soon be begun on a plant that will have an output of 1,500 barrels a day, which is three hundred barrels in excess of the largest cement industry at present in operation in Canada. One hundred men will be employed throughout the year from the beginning, and this number will be later increased to 150. The pay-roll will run from $75,000 to $100,000, and the initial investment will be $350,000. The Great Lakes Cement Company, it is claimed, from the first will turn out 1,500 barrels a day, which will be the minimum output. Twenty-five hundred barrels will be the maximum daily output. The capacity of the five largest plants at present in operation is as follows: International (Hull), 1,000; Canadian (Toronto), 1,200; Durham, 1,000; Lakefield, 800; and Raven Lake, 500.

BUILDING NOTES.

Vancouver permits for May represented $338,000.

The Bank of Commerce will build in Dauphin, Man.

Regina Masons contemplate building a $75,000 temple.

J. H. Haslam will erect a $25,000 block at Regina.

N. Blanchmien will erect a $15,000 block in Winnipeg.

The Sovereign Bank will build a branch at London.

Petrolia School Board asks tenders for a school house.

Narcisse Lord will build an office building in St. John, N.B.

The W. R. Brock Co. will build a warehouse in Calgary.

Sampson Walker will build a $10,000 residence in Winnipeg.

The Elks fraternity will build a $50,000 building at Regina.

John Lineham, Calgary, will put two extra storeys on his block.

The King Edward's Inn will be built at Kingston to cost $125,000.

Wm. Cousins will erect a four-storey theatre block at Medicine Hat.

Toronto's building permits are near $6,000,000 for this year already.

The Presbyterians of Fredericton, N.B., will build a $5,000 manse.

John Saul & Co. have the contract for Winnipeg's new fire hall, for $16,000.

St. Andrew's Church, Brantford, will

be enlarged at an expenditure of $[illegible]0,-000.

The Globe Printing Co., Toronto, have purchased a site for a new building.

The National Club, Toronto, has taken out a permit for a building to cost $90,-000.

Thos. Foley will make large additions to the Hotel Miramichi at Newcastle, N.B.

Work has commenced on the excavation for the new Union Station, Toronto.

Winnipeg's building permits for the year have amounted to $5,860,000 up to June 15.

The Excelsior Life Insurance Company, Toronto, will alter their premises to the extent of $25,000.

Hamilton permits include houses for J. Driscoll, $4,500; J. G. Davidson, $3,500; and Miss Edith Taylor, $3,000.

Plans are being prepared for a new $40,000 wholesale building for a confectionery and grocery business in Edmonton.

The Smart Bag Co. are building a factory 125 x 75 feet on Mullins street, Montreal. The structure will cost $50,-000.

The scarcity of unskilled labor in the Maritime Provinces is rather seriously affecting the output of the Dominion Coal Co.

P. Lyall & Sons, Montreal, have been awarded the contract for the construction of the new Emmanuel Church in that city.

The owner of the Caer Howell Hotel, Toronto, is at the head of a company who will build a new $150,000 inn on the present Caer Howell site.

The Dominion Textile Co., Montreal, have taken out a permit to build a seven-storey factory, at a cost of $50,-000, on St. Ambroise street, Ste. Cunegonde.

Calgary is experiencing a big building boom, and in the five months of this year there have been permits valued at $1,175,000. For last year they amounted to $1,250,000.

AN IMPROVED WINDOW SCREEN.

Extensible window screens as commonly made are formed of two overlapping screen sections, adapted to slide one upon the other, so that they can be adjusted to fit windows of different size. A recent invention provides for securing these sections at the desired adjustment by means of thumb nuts threaded onto bolts which are secured to one section and pass through slots in the other. For the purpose of enabling the sections to be extended to their limit without uncovering these slots, sliding plates are concealed in the frame, which are extended when the screen is extended so as to close these slots. The construction is clearly illustrated in the accompanying engraving. Fig. 1 shows the screen as applied to a window frame. A channel plate secured to the upper edge of one of the screen sections overlaps the other section, and affords a sliding connection between the two, while at the same time it closes the gap between the screen and the window sash. The screen sections are held together at the bottom in sliding rela-

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

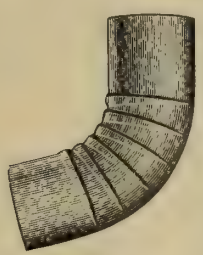
Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

Boiler Beacons

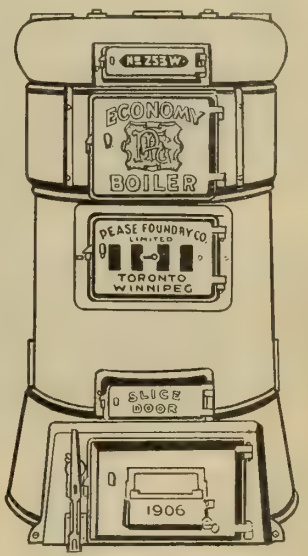
By E. CONOMY.

Signal I.--The Sections

The Sections of Hot-Water Boilers can be connected in many ways, but **only** in **one right way**—by Cast-Iron Nipples.

The Nipples being of same material as the rest of the boiler, contractions, due to unequal expansion, are **impossible.**

These iron-to-iron connections **require** no packing and **permit no leaking.**



This Boiler leads them all.

The Sections of the majority of Hot-Water Boilers **are not** connected in the **right way.**

The Sections of the

"Economy"

Hot-Water Boiler

are connected in the **right way**—by **Cast-Iron Nipples**; and the fit is **as accurate** as that of the **truest watch-case.**

Do you wonder why the "**Economy Boiler**" never leaks, why it is fast displacing the others?

Cease to wonder! Realize that Quality tells, Truth will out.

☞ More "light" will follow.

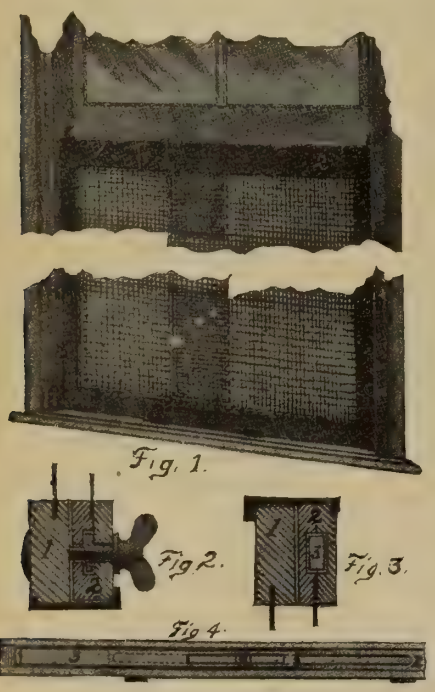
Pease Foundry Co., Ltd.

TORONTO

Pease-Waldon Co., Ltd.

WINNIPEG

tion by a pair of clips, as illustrated in Fig. 2. The frame of the rear section is marked(1) in the engraving, while that of the forward section is marked (2). The latter, as best shown in Figs. 2 and 3, is formed both at the top and at the bottom of two pieces, between which there is a recess. In each recess a plate (3) is adapted to slide. This plate is formed with a slot at one end, and a nib or head at the other end. The adjusting bolt is secured to the frame (1), and passes through the slots in the frame (2) and plate (3). In use when the screen is extended, the nib on the plate (3) will engage a shoulder in the recess of frame (2), and thus be extended to cover the slot. When the screen is closed, the end wall of the frame (2), bearing against the end of the plate (3), will push the latter back to its normal position. This arrangement permits of extending the screens



Improved Adiustable Window Screen.

to any desired limit and securing them, while closing any opening through which insects might crawl. A patent on this invention has been granted to Mr. Harry W. Tuthill, Middletown, N.Y.

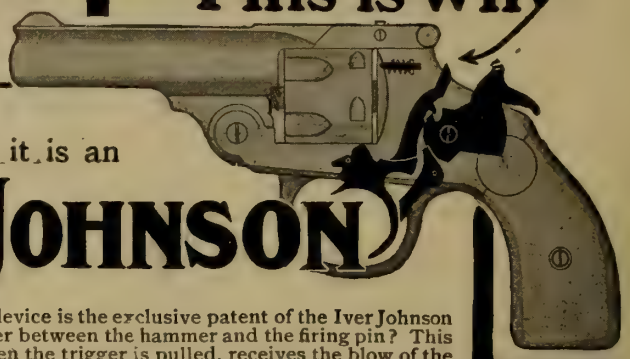
TAKE YOUR DISCOUNTS.

Discounts are certain profits. Also, dealers who take their discounts are favored in many ways. This source of economy, which also insures prompter shipment of goods, is the beginning of success. In addition to making a good reputation, it enlarges your fortune and brings greater business opportunities. This custom is an index of business ability. Every business man desires prompt attention. Dealers who wish to get better service should form the discount habit and they will have their goods when requested, can have additional goods on short notice, and many other courtesies which are not valued in currency.

Count every day a loss in which no progress has been made.

Accidental Discharge Impossible-

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.



WROUGHT PIPE

STANDARD WEIGHT for Steam, Water and Gas

EXTRA HEAVY for Car Heating

The material we put into our pipe is the best that can be obtained for the purpose.

Every stage of its manufacture, from the strip before it enters the furnace to the finished piece of pipe in our warehouse, is carefully watched, and each length is subject to high pressure test and rigidly inspected. As a result our pipe can be depended on to give satisfaction.

Every bundle bears tag with our trade mark.

M. R. M. CO.

The Montreal Rolling Mills Co.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (a $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE.

HARDWARE, stove and tinware business for sale with set of tinsmiths' tools and locksmiths' outfit. Located between Sherbourne and Parliament—a splendid district. Stock runs about $2,500. Owner must devote his attention to other interests. Will sell in whole or in part. An excellent opportunity to pushing man with small capital. Apply R. Fair, 302 Queen street east, Toronto. [23]

THE largest and best paying hardware business in Western Ontario; stock will inventory $25,000; reasons for selling, owners have other interests. Box 522, HARDWARE AND METAL, Toronto. [26]

SITUATIONS WANTED

A COMPETENT builders' hardware salesman, open for a position 1st June; twenty years experience in Canada and the United States. Box 533, HARDWARE AND METAL, Toronto. [23]

THOROUGHLY energetic and experienced hardware clerk and bookkeeper, reliable, trustworthy. Competent as branch manager, or any position of trust. "Metals," 29½ Ann street, Toronto. (23)

WANTED—A position as hardware clerk by young man; 4 years' experience; A1 reference. Box 534, HARDWARE AND METAL, Toronto. [24]

WANTED—Position by first-class hardwareman; over 10 years' experience in first-class general and builders' hardware; experienced in plan reading in large American city; best references. Box 535, HARDWARE AND METAL, Toronto.

METAL SHELF BOXES

DO you know that your customers are judging your stock by the general appearance of your store? It is absolutely impossible to keep your goods neatly arranged without using some kind of shelf boxes. Our system enables you to keep all goods of one kind together; you always know when your stock is running low, and you never have to tell a customer you are just out of what they want and then find the next day you had plenty in stock. The Bennett Metal Shelf Box has been on the market for years. Some of the best hardware stores in Canada have thrown away their old wooden boxes and put in our up-to-date metal box. Cameron & Campbell, Toronto.

SALESMAN WANTED.

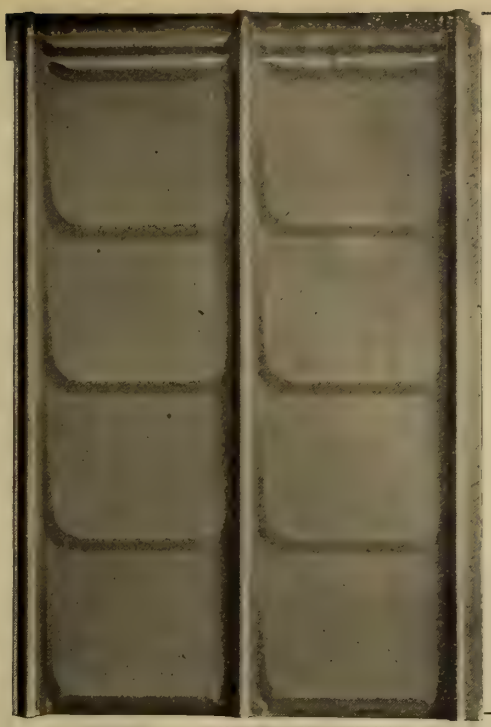
SALESMAN—Strong, active young man, experienced in hardware, stoves and tinware. Must be willing worker and pushing salesman. References; state age and wages. W. A. Hillhouse, Shelburne, Ont. (24)

"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.



HERE IT IS!!

The "Sure-Grip" Shingle

Those who are using it, and the number is increasing by leaps and bounds, claim it's the greatest shingle ever made. Of course they know, because they have tried them all.

Fall in line—don't waste time and energy.

Made in three weights of both painted and galvanized material.

The Galt Art Metal Co., Limited

GALT, ONT.

WESTERN AGENTS

The McCLARY MFG. CO.

WINNIPEG & CALGARY

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.



COVERT MFG. CO.

Troy, N.Y.

Auto Screw Jack

Harness Snaps, Chain, Rope and Web Goods, etc.

FOR SALE BY JOBBERS AT MFRS. PRICE

Everything for the Painter



THAT'S WHAT *Stephens'* STANDS FOR

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS

"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.

Our extensive advertising creates the demand. Will you supply it?

Our guarantee protects dealer and consumer.

We fill rush orders on day received.

Our big Catalogue is free. Write.

G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers — Send for 1906 Catalogue



The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — EASTERN AGENTS

HAMILTON — ONTARIO

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from the principal Hardware Dealers and Glass Merchants.



Agents for Canada: A. Ramsay & Son Company, Montreal

The Acme of Perfection

in Cement Blocks is only attained by using

" LAFARGE "

(Non-Staining) Portland Cement

LEHIGH

Best Grade American

KEENE'S

Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

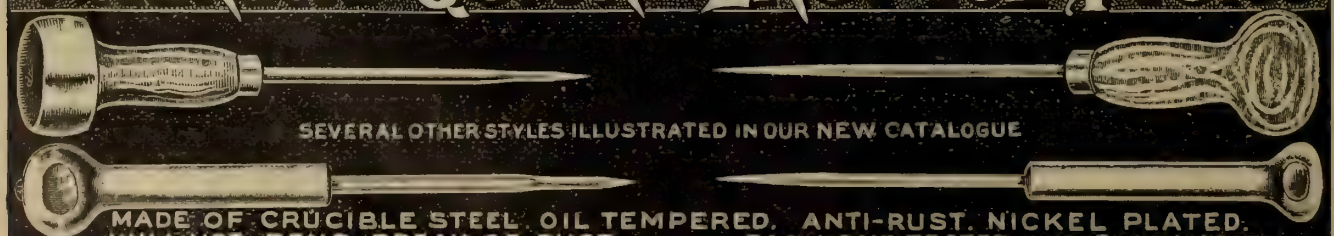
General Contractors' Supplies.

F. HYDE & CO.

31 WELLINGTON ST.

MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

WE'LL TREAT YOU RIGHT

You'll not be sorry if you give us your business in

TARRED FELT, ROOFING PITCH, COAL TAR and other ROOFING MATERIALS

We allow our customers every facility—such as prompt shipments and close attention to their requirements. Besides, our goods cannot be beaten either for quality or price.

WRITE US AT ONCE.

LOCKERBY & McCOMB, 65 Shannon St., Montreal

OUR LINES ARE SELLERS !

Why Not Write for Particulars ?

CABLE ADDRESS "SUPERIOR" *FARLEY WORKS, SHEFFIELD, ENG*

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

MONTREAL OFFICE FOR CANADA, PACKARD BUILDING. TELEPHONE M. 5576

We make Cans

—we not only make cans but we make the **BEST Cans on this continent**—

With our new automatic machinery we are in a position to promptly fill any order sent us.—Nothing but the very best British Tinplate is used.

Our Cans are the cleanest and of best workmanship.—Any goods packed in our cans go into **bright, clean, well-finished** cans.—This guarantee is sure.

Prices right
Treatment liberal
Shipments prompt

ACME CAN WORKS

MONTREAL

THE STANDARD IDEAL SANITARY CO., LIMITED

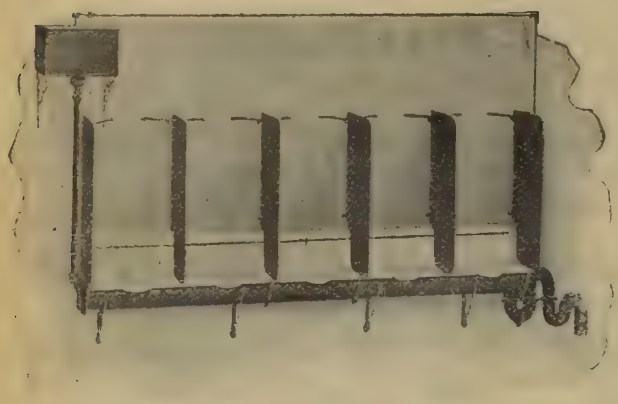


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

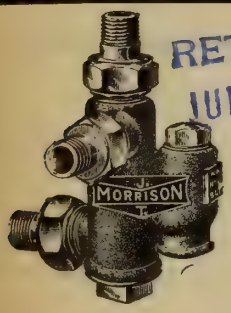
Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***
Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.

RETURNED JUN 23 1906



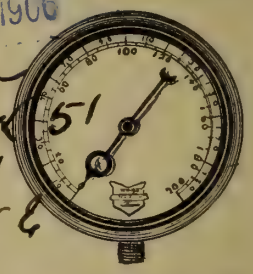
J.M.T.
AUTOMATIC INJECTOR

THRESHERMEN WILL NEED THESE SOON

SEND IN YOUR ORDER EARLY AND BE PREPARED FOR THIS TRADE WITH

RELIABLE GOODS

RETURNED JUN 23 1906



STEAM GAUCE

This injector is undoubtedly the most serviceable injector manufactured. Its compactness and strength make it particularly adaptable to the requirements of portable engines and the low pressure under which it will work and maintain a sufficient boiler feed is particularly satisfactory. When water supply is above or on a level with the injector it will operate at from 2 to 4 pounds of steam. Its action is thoroughly automatic; it has few wearing parts and these can be quickly and conveniently repaired.

Our stock machine is made up to cover the widest range of operation, but when the variation of conditions is greater than normal we have other patterns that will undoubtedly perform the duties required.

Morrison's gauges are universally considered leaders among users of high-class steam goods. For appearance, durability and accuracy the instrument has no superiors They are equipped with non-corrosive movements; the springs are made from carefully selected seamless drawn tubing. The letters and figures are cut deep and filled with black enamel on silvered brass dial. These gauges are carefully tested and stamped with our name, which warrants correctness. The Auxiliary Spring Gauge is particularly adaptable for use on traction engines where the constant jar of the engine requires a gauge of exceptional durability and accuracy.

These are manufactured any standard size and with customer's name if desired.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

89-97 WEST ADELAIDE STREET, TORONTO

PLUMBING AND STEAMFITTING

THE PLUMBING OF A COTTAGE

By J. A. F. Cardiff in the National Builder, Chicago.
Article VII. (Continued.)

Soil, Waste and Vent Stacks.

To further illustrate the two-pipe system of plumbing, we show this month a plumbing section showing the lay-out of a modern cottage.

Line (A) takes in a water closet in a toilet room on the first floor and a basin or lavatory between two bedrooms on the second floor.

Line (B) receives the discharge from the wash tubs and sink in the kitchen on the first floor and from the bathroom fixtures on the second floor.

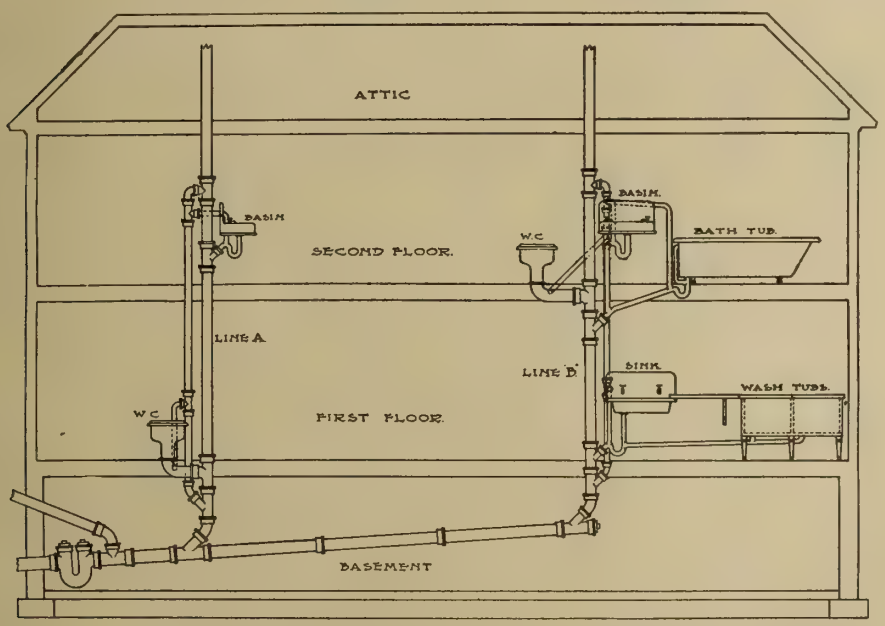
Starting at the street sewer, a four-inch earthenware pipe house sewer is run into a point about two feet outside of foundation wall, from which point, into the rear of cellar, it is run full size in extra heavy cast iron. The front portion of the house drain, which is near basement floor, is supported on brick piers. The rear portion is hung from the first tier of beams. The house drain is carefully adjusted to a fall of at least one-quarter of an inch to the foot.

The main trap is located just inside the foundation wall and is provided with two clean-outs. Just inside the trap a tee fitting and an eighth bend are provided for the fresh air inlet connection, which pipe is carried up on the lawn and capped with a hood or a return bend, located at least fifteen feet from any windows or doors.

A clean-out is provided at the rear end of the house drain, at the base of the line (B).

Line (A) is a three-inch soil stack, increased to four inches just before it passes out through the roof, and connected to the drain at the base with a Y fitting and an eighth bend. The connection of the water closet to the vertical stack is made with D lead pipe. The vent stack is taken off of the soil stack below the water closet and taps into it again above the basin, which is the highest fixture. This stack is made up of two-inch extra heavy cast iron pipe. The vent pipe for the water closet is connected to the lead bend below the floor. The vent pipe from the basin is taken off the crown of the trap and connected to the vent stack just before it joins the soil stack again.

Line (B) is also a three-inch soil stack similar to line (A). One trap serves both the kitchen sink and wash tubs and is vented from the crown, as shown. The sink is provided with a grooved ash drain board, with one end supported on an iron bracket. The basin waste discharges into the bath tub waste just before it enters the Y fitting of the soil stack. The overflow from the bath tub connects to the waste of same, on the house side of the trap.



RANGE CLOSET POINTERS.

Of late years more range closets have been used in schools and other public buildings than ever before. Every maker sends out with each range a circular giving such information as he knows to be essential to setting up and favorable to perfect operation of his goods. These goods are not so often used as to make every plumber familiar with their principles and requirements, says G. Y. in the Metal Worker, who has had wide experience in this line of work and has saved the circular information relating to different kinds of range closets. He feels the following, based on the manufacturers' statements, together with personal knowledge derived from actual experience with the goods, will be appreciated :

Every closet range is made in lengths that make up evenly for 24, 27 or 30-inch seats, even though it is an open trough. The length over all is always the number of seats by the width of seat, plus the room required for the inlet and outlet pieces. The room needed for these can be kept on a page of pocket memoranda book. Such outlets as may be swiveled to shorten the length over all can be notated in the same way.

The lower trap seat with double trap ranges must be used. The range will not work without it, although some plumbers have laid them aside, hoping to save material and work, only to find it took extra work and material to correct the error.

The lower trap on double trap ranges must be vented to roof independently, or into the soil pipe stack above the highest fixture on the line, to prevent siphonage of the lower trap and insure proper syphonic action when the range operates. If the vent is carried through the roof independently it should be increased to at least 4 inches diameter just below the rafters to prevent stoppage by frost. The crown vent is no more necessary than for an individual closet so far as sewer air or odor is concerned, beyond the fact that the large body of water turned into the soil pipe at once is from 10 to 15 times more than the flush of a single closet and therefore more likely to siphon itself or other fixtures.

On pneumatic siphon ranges with continuous (double) trap and air pipe the air pipe should be run from the upper trap to the tank as direct as possible, using 45 degree fittings where practicable in the upright and securing the horizontal part so that it will remain straight permanently. A union should be placed near the trap so the air pipe can be separated easily. This type of range, like the individual pneumatic closet, has the habit of drawing bits of paper and soil up in the air pipe, causing stoppage. If the pipe becomes clogged the air cannot be drawn from the space between the traps, and as these ranges depend on rarification of the air for their siphonic action it is well to take every precaution to avoid trouble. If necessary to offset the pipe above the trap do so as high as possible and put in at least one foot of vertical pipe next the trap fully as large as the tapped opening in the trap.

When a pneumatic range is first put in action it is likely to fail to siphon during the first flush on account of the lower trap being empty. If erected according to plans and directions it should siphon properly at the second flush. Water poured in by hand to fill the

lower trap should insure flushing the first trial. The length of interval between flushes is obtained on most ranges by turning on a stop in the supply to tank more or less, to suit. If a range fails at all we may generally feel sure it is some fault in our work, as these fixtures are expensive and the factories to make sure of no hitch on the job actually assemble and test the range before shipping it. The joint between the upper and lower traps, and all the joints of the air pipe between the traps and tank of a pneumatic range must be perfectly air tight, or the range will refuse to siphon. The proper degree of vacuum is obtained by exhausting the air from between the traps by the action of the water leaving the tank, and it is obvious that if there are leaks in the joints no vacuum will be established. A range tank should be set as high as the flush pipe furnished will hold it. If the tank is moved out of line on account of cramped quarters use 45-degree fittings and add enough flush pipe to raise the tank to the height intended.

In cold climates if the range is erected in an exposed place a drain pipe with stop at tank should be connected to the plugged drain hole provided at the tank for the purpose, so that the range tank may be drained when necessary. A tapped and plugged boss will usually be found on side of trap for convenience of the plumber in providing a drain for the range and traps to prevent breakage by freezing in cold weather. When the lower trap is situated so that it will not freeze the upper trap can be drained into it by means of a stop and pipe connection from boss to boss. If both traps are likely to freeze separate drains with separate stops should be provided.

No increase in the length of air space between the traps should be made by the plumber. The space is of the proper size for the best service when range is erected as sent out from the factory. Some errors have been made by journeymen lowering the lower trap to avoid frost, much as they would the trap of a yard closet. Too much air space gives the same results as leaky joints. The tank is unable to handle more than a certain amount of air and the factories limit the space accordingly.

The floor upon which a range is set must be level and of a character that will permanently keep the range in perfect alignment.

Unless you are acquainted with the character of the water to be used order lead lined or enameled iron tanks.

If possible have nothing to do with home-made partitions, doors, etc. The factories are in that business and have the machinery to do it cheaper and better than you can.

Do not poke 14-inch vent pipes into 4x6 cold flues and expect to avoid odors and also ventilate a 12x30 foot room.

Run a 5-inch stack at least for one or more ranges with more than four seats.

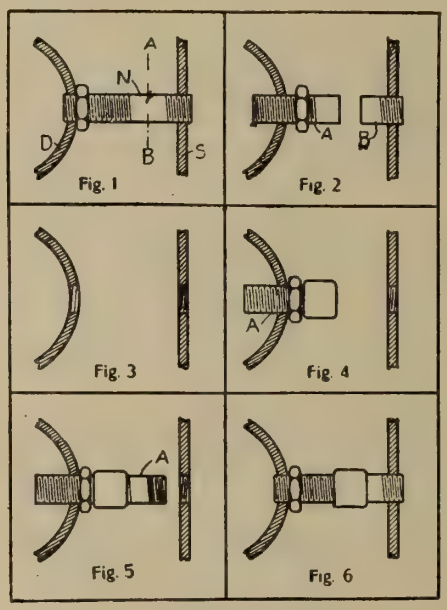
Thoroughly crown vent all fixtures likely to be affected by the discharge of ranges.

ARMSTRONG'S NEW CHICAGO BRANCH.

In order to better serve the needs of a greatly increased western business in their steam, water and gasfitters' tools and machines the Armstrong Manufacturing Company, of Bridgeport, Conn., have lately opened a branch office and warerooms at 23 South Canal street, Chicago, Ill. The new branch is in charge of Hugh S. Laing, formerly assistant manager of the New York City branch. The premises include an office and show room, 18 feet wide by 150 feet deep, and a large basement for storage.

In addition to a complete line of the genuine Armstrong stocks and dies, there will be carried a full stock of Armstrong's pipe cutters, pipe vises, Bard adjustable bushings, ratchet attachments for die stocks and pipe wrenches. In the salesroom a full line of pipe cutting and threading machines taking up to 6-inch pipe are on exhibition. In the wareroom a full stock will be maintained to enable customers in the district to receive their orders promptly.

Buyers of pipe-fitters' tools in the west are invited to communicate (mentioning this paper) with the Chicago office for any particulars concerning the Armstrong tools.



A Problem in Piping.

A PROBLEM IN PIPING.

On testing a low-pressure boiler we had put up, writes Gus Cook, we found a defective nipple, (N), figure 1, which connected the section (S) and the drum (D). The distance between (S) and (D) could not be changed, so we cut the nipple on the line (A B), and ran the lock nut up to the end of the thread on piece (A), figure 2. We then screwed the half (A) into the drum, far enough to remove the piece (B). This made room enough to remove the half (A), thus leaving both openings clear as in figure 3.

We then made a running thread nipple (A), figure 4, with lock nut and coupling attached, and screwed it into the drum as far as possible (figure 4). Then we screwed a short nipple (A) figure 5, into the coupling, and unscrewed the running thread nipple, thus bringing the connection into the section, as shown in figure 6. The lock nut was then screwed tightly against the drum, as shown, and the job was complete.

QUESTIONS AND ANSWERS

Plumbers and steamfitters are requested to send in short questions or lengthy descriptions of problems which have arisen in the course of their work. Answers will be promptly given by experts in the trade. Communications for publication are also solicited regarding any subject which may arise.

Ques.—What is the advantage, if any, of increasing the size of a soil pipe stack after it passes through the roof? I am installing a system under an architect's specification which insists on this provision. I also desire to secure a recipe for making plumbers' soil.

Ans.—In answer to the first question we would say that, in this climate, all soil and vent pipe stacks should be not less than five, and preferably six, inches in diameter above the roof, and should be increased in size (if less than the said sizes) at a point at least one foot below the roof.

The reason for having a pipe of large diameter above the roof is that during very cold weather a sort of hoar frost forms on the inner circumference, sometimes as much as two inches thick, and, as will be clear, with frost two inches thick, a four-inch pipe would be entirely closed up.

It may, at first sight, seem absurd that, say, a two-inch pipe should be increased to five inch, but we think a little consideration will show the necessity of it, for it will at once be seen that should the smaller pipe, which almost always is a "vent," be frozen up solid, the taps connected with it are likely to syphon out and render possible the serious results attending such a condition.

Plumbers' soil may be purchased ready to use, or may be made in the following way: Mix gradually into a small pot containing a quart of water one package of lampblack; into this put a tablespoonful of good glue, which has been thoroughly dissolved, then stir constantly for one hour while boiling; when cold the soil should be ready for use.

The soil may be tested by putting a little on a piece of sheet lead, and when dry bending the latter back and forward. If the soil flakes off there is too much glue, while if it rubs off with the hand there is too much lampblack.

Ventilation of Residences.

Ques.—In constructing a small system of mechanical ventilation in a private residence, which is the better plan: To force fresh air in through a tempering coil, or suck the foul air out of the building, thereby creating a partial vacuum, and in that way compelling the fresh air to enter through the tempering coil?—Engineer.

Ans.—In constructing a ventilating system for use in Winter time, where only one fan is used the use of a suction fan is very poor practice, because just as soon as it reduces the pressure within the building the cold outside air comes in through the cracks around the windows and doors, and, indeed, through every opening, no matter how small, in the building, thereby chilling it and creating draughts.

With a pressure, or what is known as a plenum fan, the reverse conditions exist, and the building will be very much more comfortable to live in.

Heating Capacity of Large Radiators.

Ques.—Will 42 in. radiators give off as much heat per square foot as radiators 20 in. high; and if not, why not?—Fitter.

Ans.—No. High radiators are not as effective as low radiators, for the reason that the tendency of warm air is to rise up through the sections and to cling to the surface of the same, and as heating surface gives off heat just in proportion to the difference between its temperature and that of the air in contact with it, it follows that the coldest air will be that in contact with the first 20 in. of the radiator, and that the higher up it travels the warmer it gets, and consequently the less is the difference between its temperature and that of the radiator, so that its cooling power having been reduced considerably before it reaches the upper part of the radiator the latter is not called upon to give up as much heat as the lower portion.

Gas Range Troubles.

Ques.—I have had a lot of trouble with a gas range because of the explosions in the burners every time they are lit. Can you tell me what I should do with them?—A. M. Noble.

Ans.—Your difficulty is either too much air or too little gas. Gas explodes only when mixed with too large a quantity of air, so that if you can introduce a larger amount of gas, and thereby change the relationship in quantity between air and gas, at the same time making a larger flame, or attain the same results by reducing the air supply and making a smaller flame, you will find that the problem has been solved, always assuming, of course, that your burners are properly constructed.

TORONTO PLUMBERS' ANNUAL.

On Saturday last the master plumbers and steamfitters of Toronto held their annual outing at Grand Island, in the Niagara River, about 65 attending. The weather was threatening but that made no difference on the spirits of the party, who were out for a good time—and had it.

At Niagara Falls the Toronto contingent was met by a committee from the Buffalo master plumbers who had ready a special car to convey them to Edgewater, where they had a ferry boat awaiting to carry them over to Grand Island. The Buffalo plumbers, about seventy-five in number, came down from Buffalo in a house boat, accompanied by a tug, and had their own equipment of cooks and waiters, as well as a colored orchestra which kept everyone in good humor during the dinner. At the conclusion of the dinner the Americans took the opportunity of presenting their president, J. Wright, with a gold-handled umbrella, which came at a most opportune time, as it rained soon after.

After dinner was over all hands went to the grove, where a baseball match between the visitors and the entertainers was to take place. The rain, however, stopped the match when it stood 3-0 in favor of Toronto. But while the outdoor sport was stopped, there were other things that kept everyone on the go. The bowling alley was well patronized, and those who were unable to bowl in the alley, found other places equally entertaining.

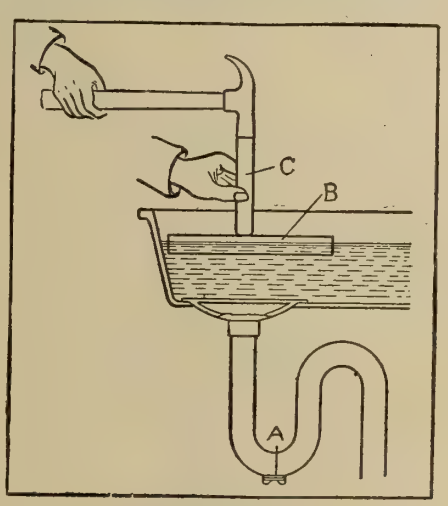
With the Buffalo men came their city staff of plumbing inspectors, the Toronto officers not being on hand. Among the American inspectors was "Dean" Wilson, head of the department, who in spite of the fact that he has passed three-score and ten, could not resist the strains of a hornpipe, but got up and danced with the life and energy of a man of twenty-five. The "Dean" is a veteran of the Civil War and can recount many a tale of adventure.

The United Brass Manufacturing Company, of Cleveland, made themselves strong with the boys by presenting them with neat white caps, and United Brass cow bells.

No attempt was made at business or convention work. It was a picnic pure and simple and every Toronto man expressed himself as highly pleased with his day, and looked forward to the time when the Buffalos will come to Toronto, perhaps in August.

REMOVING OBSTRUCTIONS IN DRAIN PIPE.

When a drain pipe becomes stopped up unscrew the plug (A) and remove the lint or other substance with a bent wire



Clearing a Drain Pipe.

or old button hook. If the trouble is not remedied by this operation, it shows that the stoppage is at the other side of the plug. In this case draw three or four inches of water in the sink, and lay a board (B) over the outlet as shown. The board should be about 8 inches square and about 1 inch thick. Hold a stick (C) on the board and strike the end of the stick with a hammer. The shock of the hammer blow is transmitted through the drain pipe for a distance of many feet and will nearly always remove the obstacle.

PLUMBING ITEMS.

George Schram, a plumber, fell about 18 feet from McCoomb's building at Welland on Monday, and received serious injuries.

Toronto electrical workers are on strike for an increase in wages from 28c. to 35c. per hour.

R. J. Cluff & Co., Toronto, will move into their fine new building on Lombard street next week. It will have five floors, 80 x 90 feet, making in all nearly 40,000 square feet, and it will undoubtedly be the finest heating supply warehouse in Canada when all the fixtures are installed.

AMERICAN HEATING GOODS IN GREAT BRITAIN.

During the past decade heating devices of American manufacture have found a large market in Europe and in England particularly they have won great favor, only recently the announcement being made that the American Radiator Company would establish a plant in England in addition to its new one in Canada. Discussing this matter Francis H. Skidmore, member of the Institute of Heating and Ventilating Engineers, of Workington, Cumberland, states:

"Speaking as an engineer and not as a manufacturer, I consider that we have great cause to rejoice that the Americans introduced their goods here. The advent of the cast iron, sectional radiator, the neatness and taste displayed in the decoration of it, as well as the fine quality of the castings and cheapness, has done much to popularize hot water and steam as a heating medium in this country.

"Formerly our nearest approach to a cheap system of hot water heating was the unsightly and clumsy pipe coil, which we would now look upon as a disgrace for any manufacturer to turn out of his factory.

"The use of the cast iron radiator is universal. Our methods have completely changed, and I now find that architects and others who were averse to hot water heating owing to the unsightliness of the appliances then used, are now strongly in favor of the system where modern methods are employed, with the result that a good 'filip' has been given to our heating trade, and many buildings are now heated with hot water which otherwise would never have been. For this reason alone we owe something to our American cousins.

"The difference in the climatic conditions of the two countries no doubt explains why England has hitherto been so backward as regards the production of efficient and up-to-date heating appliances. America is essentially a country where some form of hot water or steam heating is an absolute necessity. In England even now this method of heating is regarded as somewhat of a luxury, with the result that heating engineers do not receive the amount of encouragement they deserve.

"In England we invariably find many hundreds of pounds spent on the decoration of a building, while the heating and sanitary conditions are left to take care of themselves and the least possible amount of money is spent in that direction. I must say, however, that Americans are educating our architects to a large extent in this direction with much better results.

"With respect to the cast iron sectional boilers, I might state that any prejudice which engineers once held with regard to cast iron as a suitable material for the construction of hot water and low-pressure steam boilers has now been swept entirely away; personally I now fix 100 sectional heaters to one wrought iron boiler. The introduction of the American heater has done great harm to the boiler trade in England, with the result that our manufacturers are now closely copying American types and methods in the production of their cast iron boilers. As to whether English makers will ever be able to successfully compete with Americans in this direction it is at present difficult to state, at any rate the Americans need have no immediate cause for alarm."

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 22, 1906.

The sales department of every Montreal supply house is a very busy one these days. Not only is there a tremendous amount of work for plumbers in the city itself, but even in the smaller towns the trade is experiencing a marked boom.

No prices have fluctuated since our last report, except that one or two of the jobbing houses have slightly shaded iron pipe. These, however, are firms who have never made a specialty of plumbing supplies and the general market has not been affected by their prices.

RANGE BOILERS—The volume of business is as usual, with quotations steady. We give prices: Iron clad, 30 gallon, $5 ; 40 gallon, $6.50 net list ; copper, 40 gallon, $22.50 ; 35 gallon, $27 ; 40 gallon, $30.75 net.

LEAD PIPE—Large quantities are being consumed by plumbers, and prices are firmly held. Our discount is: 20 per cent., f.o.b., Montreal, Toronto, St. John, N. B., Halifax ; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS— Trade is brisk. We still quote: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

IRON PIPE—In spite of shading in some quarters the market on the whole is as strong as ever. Our prices remain: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Business is being well maintained at unchanged prices. We quote: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list ; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Lead has been very steady this week, and tin, though fluctuating constantly, has not been appreciably depressed. Consequently, the price of solder has remained stationary. We quote as follows: Bar solder, half-and-half guaranteed, 24½ to 25c. ; No. 2 wiping solder, 20c.

ENAMELWARE—There is no feature to report in this trade. We give the following prices: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, June 22, 1906.

Excellent business is being done by the supply houses and the half year's total is considerably over that of 1905 in spite of the dull business in the Spring owing to the clean-up of all last season's work during the mild Winter. Demand for all classes of materials is now keen and prices hold very steady.

In the cities the ranks of the master plumbers have been swelled greatly by the large number of men with small capital opening up business. This extra competition tends to encourage even greater competition than has resulted from the break-down of the association, but the supply houses protect themselves by giving very short lines of credit.

The market situation remains practically the same as a week ago.

LEAD PIPE—The demand is brisk with no change in price. We quote: Lead pipe, 8c., discount 20 per cent.

SOIL PIPE AND FITTINGS — Our quotations are as follows : Medium and extra heavy pipe and fittings, 60 per cent. ; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—A good business is being done with prices continuing steady. Cutting seems to have ceased. We quote as follows: Black, 1 in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — We quote as follows: Cast iron elbows, tees, crosses, etc., 67½ per cent. ; cast iron plugs and bushings, 67½ per cent. ; flange unions, 65 per cent. ; nipples, 75 and 5 per cent. ; iron cocks, 60 per cent. ; Canadian malleable, 35 per cent. ; American malleable, 25 per cent. ; malleable unions, 65 per cent. ; malleable bushings and plugs, 60 and 10 per cent. ; C. I. ceiling plates, plain or N. P., 70 per cent. ; C. I. floor, 80 per cent. ; hook-plates, 65 per cent. ; expansion plates, 65 per cent. ; headers or branch tees, 65½ per cent. ; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote : 12 gallon capacity, standard, $4.50 ; extra heavy, $6.50 ; 18 gallon, standard, $4.75 ; extra heavy, $6.75 ; 24 gallon, standard, $4.75 ; extra heavy, $6.75 ; 30 gallon, standard, $4.75 ; extra heavy, $7.50 ; 35 gallon, standard, $5.75 ; extra heavy, $8.50 ; 40 gallon, standard, $6.75 ; 40 gallon, extra heavy, $9.50 ; 52 gallon, $11 ; extra heavy, $14 ; 66 gallon, standard, $18 ; extra heavy, $20 ; 82 gallon, standard, $21 ; extra heavy, $24 ; 100 gallon, standard, $29 ; extra heavy, $34; 120 gallon, standard, $34 ; extra heavy, $40 ; 144 gallon, standard, $47 ; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—New buildings are well under way and stocks are moving satisfactorily. We quote: Hot water, 50 and 2½ per cent. ; steam, 50 and 5 per cent. ; wall radiators, 50 per cent.

SOLDER—The situation shows no change, but prices quoted are being shaded. We quote: Bar solder, half-and-half, guaranteed, 26c. ; wiping, 22c.

ENAMELWARE — We quote as follows : Plate E1, 5 feet, first quality, $20.65, special $18.65 ; plate E11, 5 feet, first quality, $19.15, special $17.15 ; plate E21, 5 feet, first quality, $19.15, special $17.15 ; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

WATER SYSTEM FOR FERGUS.

The agitation for a system of waterworks at Fergus, Ont., is taking shape, and meetings are being held to boom the project. One plan is to buy out the electric light plant and use it to pump water, while another is to obtain spring water from the Ryan Company, letting them do all the work and charge on the meter system according to the amount of water pumped. Their present pump has a capacity of almost 60,000 gallons per day, and the engineer states that the pump has been on for ten days continuously during the whole twenty-four hours, and the supply never diminished. High insurance rates are being urged as one reason for installing a system.

PIPE PRICE BOOK.

The Burns Pipe Price Extender, a means of obtaining instantly correct extensions at present list prices of all sizes and amounts of black and galvanized pipe, by Eugene Burns, is a booklet recently published by the David Williams Company, New York, the price being 50 cents. As the Canadian list is entirely different from the American list the tables in the booklet are of little value to Canadian users of pipe.

Prosperity often drops in the hand of those who are totally unfit to understand what it means.

"Standard" Plate P-1552

For PUBLIC INSTITUTIONS, ASYLUMS, SCHOOLS, FACTORIES, Etc.



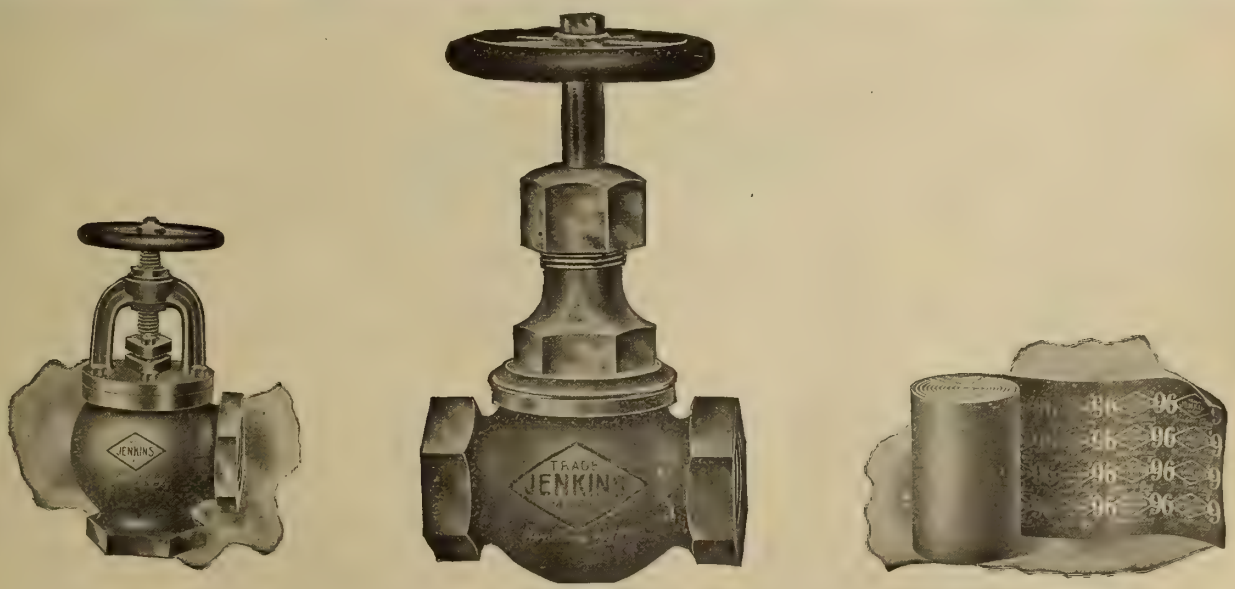
Write for our 80-page catalogue FREE on request of "Standard" Modern Sanitary Appliances for Public Institutions, Schools and Factories. It is the standard reference on these subjects.

A sanitary fixture sold under the "Standard" guarantee label is absolutely the best for the particular use for which it is designed and planned. We manufacture a complete line of Range Closets, Urinals, Drinking Fountains, Sectional Lavatories for all kinds of Public Institutions.

The wear and strain to which sanitary fixtures in public institutions are subjected, makes it imperative that only the best goods be installed. "Standard" fixtures have withstood the test of hardest public service.

Standard Sanitary Mfg. Co.

Factory Department, Room 1309, Bessemer Building, Pittsburg, U.S.A.



Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street, Boston, Mass.

New York Philadelphia Chicago London, E. C.

Pump Troubles



Yes, they spring up occasionally, but what we have done and are now doing is making the occasions very infrequent. We make pumps for all duties, and just as good as we know how, and we know how, for

McDougall Pumps Are Standard

everywhere. Quality first and price mutually agreeable. Will you please write

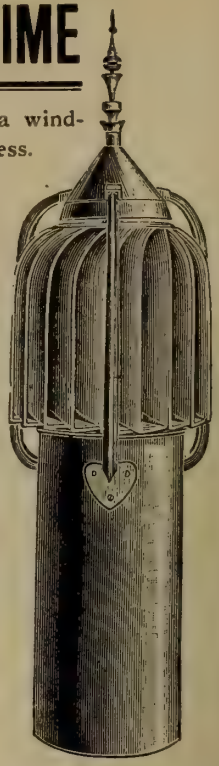
The R. McDougall Co., Limited
GALT, - CANADA

WORKS ALL THE TIME

Some ventilators will work only in a windstorm. That spoils their effectiveness.

AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature, within and outside the building.

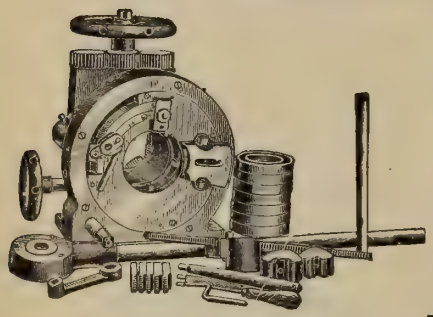


Montreal, June 1st, 1903.
St. Peter School.
Messrs. THE J. W. HARRIS Co., Limited.
Dear Sirs,
In answer to yours of 3rd inst. in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.
Brother JORDANUS, Dir.

—MANUFACTURED BY—

THE J. W. HARRIS CO., LIMITED
CONTRACTORS, MONTREAL

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing diehead, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—Th Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

CHARLES H. FOX
Vancouver, B.C.
MANUFACTURERS' AGENT
Selling to the Hardware Jobbers Only.
Correspondence Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

GLAUBER



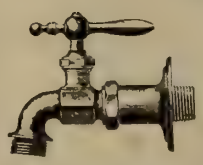
finest brass goods made



ALL SIZES

GUARANTEED 5 YEARS

ALL KINDS





CLEVELAND, OHIO

Forwell Foundry Co.
BERLIN, ONT.
Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand

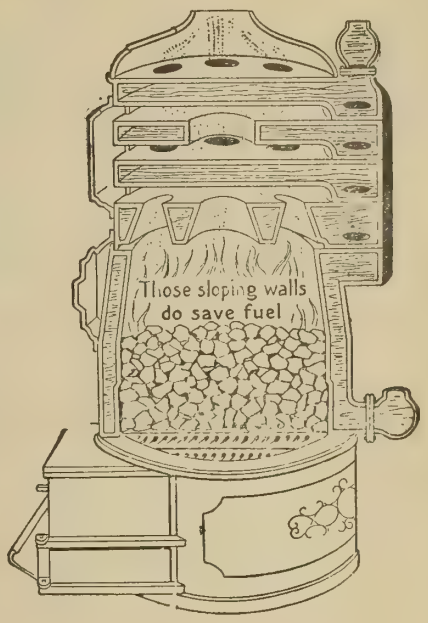
The Boiler that Makes Most Money for You—

The Oxford Hot Water Boiler

The Oxford is the easiest boiler to instal because it comes to you so far put together that a tenth the work connects it up ready for use.

It's the easiest boiler to sell because any buyer, whether he knows about boilers or doesn't, can see for himself the fuel-saving and work-saving value of the Oxford, due to the in-sloped firepot walls, the extra-deep firepot, the hollow triangular gratebars, the double-size first water section.

Why don't you ask for the Oxford Boiler proposition in detail? It will come to you by return mail—and it's worth reading pretty carefully.



The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

164






DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The Oshawa Steam and Gas Fittings Co. Limited

Stocked by all Leading Wholesale Houses.

SPECIALTIES

Hot Air Furnaces. Cash Weights and Washers.

Fine Grey Iron Castings.

OSHAWA, - CANADA



The desire for a "DAISY" is widespread

Ever try to talk an intending purchaser out of his "Daisy" belief? Hardest thing in the world. For months and months his friends have been telling him about

Improved Daisy Hot-water Boilers

and the same story every time—"They are the Best." The arrival of "new 'uns" never affects his opinions. This man deals with facts, not fiction—He'll have a Daisy or none. Lay for him. You can get his order.

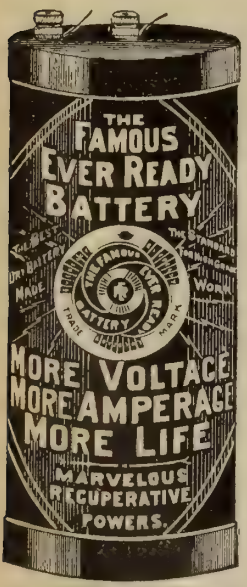
R. J. CLUFF & CO.

Lombard Street, TORONTO

Ontario Agents for

Warden King & Son, - Montreal

Also carry large stock of Iron Pipe, Cast and Malleable Fittings, Brass Goods and everything to complete a Heating System.



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Kerr's Weber Iron Body Gate Valves

Are recognized as the leading Gate Valves "MADE IN CANADA."

Every valve is tested and packed before shipment. Send for Catalog.

The KERR ENGINE CO., Limited

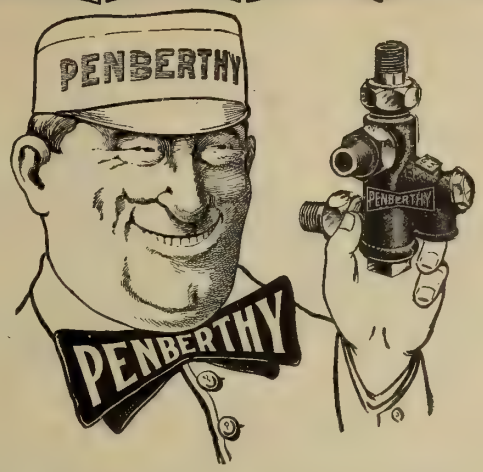
Manufacturers

WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

GET OUR PRICES ON
Air Cocks, Lubricators, Air Vents,

QUALITY GUARANTEED



GET OUR PRICES ON
OILER AND GREASE CUPS

PRICES THAT SATISFY

The injector that makes good all over the world.

An injector that is given the severest tests on capacity, long lift, hot water, vacuum, etc.
An injector that has won the confidence of every intelligent engineer and mechanic

BECAUSE IT IS

RELIABLE

ARE YOU SELLING PENBERTHY INJECTORS?

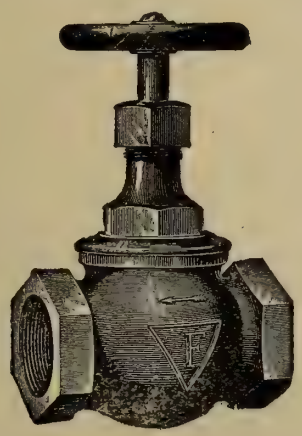
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Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Fairbanks RENEWABLE DISC **Valves**

The Best that Money or Skill Can Produce.

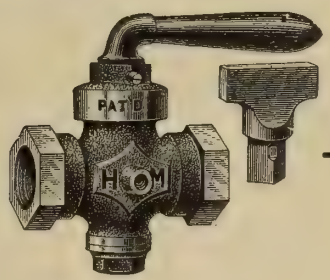


When you buy "Fairbanks" you know you have the Best.

Send your next Valve Order to

The Canadian Fairbanks Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER



Mueller

"No. 49" Stop and Waste Cocks

These cocks have broad hexes that give the wrench a firm grip, and the pipe ends are reinforced next to the body so as to stand the strain of fitting in. Tested under 200 pounds hydraulic pressure.

THE MARK OF DECATUR H M ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS
UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

When You Buy From Us You Buy From the Right People

We make the famous brands of Sheathing known as

"CYCLONE" AND "JOLIETTE"

and the ever-popular

"BLACK DIAMOND"

AND

TARRED FELT

Building Papers, Wrapping Papers, Ready Roofing

Anything you require—in the time you require it.

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

June 23, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$44 50 $45 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C,14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 35
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	7 00
" 14x60, "	
" 14x65, "	

Tinned Sheets.

2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.	2 05	2 15
Forged iron "	2 30	
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"I" " warranted		0 14
"O" "		0 09
Jonas & Colver's tool steel		0 10 0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard		0 08 0 09
CrucibleSteel Co.—		
" Rex high speed steel		0 65 0 75
" Self-hardening		0 45 0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond		0 08 0 09
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

mperial, genuine,	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard GenuineBabbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Bo Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11¾
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge		2 70
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10¾ oz. (American gauge)	4 25
28 gauge	4 00
26 "	3 75
24 "	3 50

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 45		3 40
22 to 24 gauge	3 60	3 90	3 65
26 "	3 90	4 15	3 90
28 "	4 15	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00 10 00
" ¼ "	5 60
" 5-16 "	4 45
" ⅜ "	3 85
" 7-16 "	3 70
" ½ "	3 55
" 9-16 "	3 45
" ⅝ "	3 35
" ¾ "	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	21 00

Bars.

Cut lengths, round, ¼ to ½ in.	26 00
" round and square,	
Cut 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 24

ZINC SPELTER.

Foreign, per 100 lb	7 25 7 50
Domestic " "	5 00 5 25

ZINC SHEET.

5-cwt. casks	8 00
Part casks	8 25

LEAD.

Imported Pig, per 100 lb.	4 50
Bar, " "	4 65
Sheets, 2½ lb. sq. ft., by roll	0 05½
Sheets, 3 to 6 lb. "	0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's per lb.	0 30

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$19 65	17 65	
5 feet	20 65	18 65	
5½ "	22 15	20 15	
6 "	24 90	22 90	
Plate E II			
5 feet 2½ in.	19 15	17 15	
5½ " 2½ "	20 65	18 65	

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c. 30 & 10 p.c.	
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.650 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch	2 09	⅛ inch 2 92
¼ "	2 09	¼ " 2 92
⅜ "	2 42	⅜ " 3 27
½ "	3 05	½ " 4 20
¾ "	4 37	¾ " 6 20
1 "	5 96	1 " 8 21
1¼ "	7 15	1¼ " 9 86
1½ "	9 54	1½ " 13 14
2 "	14 50	2 " 21 80
2½ "	19 00	2½ " 28 60
3 "		3 "

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves. discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I. B. B. M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 75 per cent.
Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock net	1 75
No. 4 " "	1 90
No. 7 Fuller's "	2 35
No. 4½, " "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon net	25 00
" 35 " "	29 00
" 40 " "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.5
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND EBONY HANDLED RAZORS



FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

1½-lb. per lb.	0 37
2-lb. or over "	0 34

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 25½	0 26
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL. Per 100 lbs.

Pure	6 25
No. 1	5 90
No. 2	5 65
No. 3	5 30
No. 4	4 75
Munro's Select Flake White	6 50
Elephant and Decorators' Pure	6 30
Monarch	5 75
Essex Genuine	5 75
Brandram's B. B. Genuine	7 50
"Anchor," pure	6 00
Sterling Pure	6 00
Ramsay's Pure Lead	6 00
Ramsay's Exterior	5 75
Crown and Anchor," pure	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 08
French V. M.	0 06
Lehigh	0 05

GROUND WHITE ZINC.

Pure	0 09
No. 1	0 07½
No. 2	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints ½ gal.	1 45 1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co's pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls	0 55 0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " " ½ gal.	1 40
" " " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints.....gal.	1 20

PARIS GREEN.

600-lb. barrels	
50-lb. kegs	
and 100 lb. drums	
25 lb. drums	
1 lb. paper boxes	
½ lb. tins	
½ lb. paper boxes	
¼ lb tins	

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls.	1 50
Bulk in less quantity	1 80
Bladders in bbls.	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

GLUE.

Common	0 08 0 08½
French medal	0 10 0 14
White, extra	0 16 0 18
Strip	0 18 0 20
Coopers	0 19 0 20
Ground	0 12 0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; 5 per cent. discount. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 12

BOLTS AND NUTS

	Per cent.	
Carriage Bolts, common ($1 list		
" " ⅜ and smaller	60	and 10
" " 7-16 and up	55	and 5
" " full sq. ($2.40 list)	60	
" " Norway Iron ($3 list)	60	
Machine Bolts, all sizes, ⅜ and less	55	
Machine Bolts, 7-16 and up	55	and 5
Plough Bolts	55	and 5
Blank Bolts	55	and 5
Bolt Ends	55	and 5
Sleigh Shoe Bolts	70	
Coach Screws, conepoint	70	and 5
Nuts, square, all sizes, 4c. per lb. off.		
Nuts, hexagon, all sizes, 4½c. per lb. off.		
Stove Rods per lb., 5½ to 6c.		

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS.

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 55½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire Brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

It Won't Cost You Anything

to know that Paterson's Wire Edged Ready Roofing is made from Pure Wool Felt saturated with Refined Coal Tar, and the different plies cemented together with the highest grade of Bitumen. Our Roofing contains nothing that will evaporate at less than 300° Fahrenheit, and that's why it lasts so long.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
"	" "	5 25
"	" "	6 75
"	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	60⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.

Marking, Mortise, Etc.

Stanley s discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65	2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ½-inch	per gross	....	9 00
" " ⅝ "	"	....	10 00
" " ¾ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07	0 8½

Ball Pean.

English and Canadian, per lb.		0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers "	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40	
" " 2, "	4 85	
Barrel, Underhill	5 00	

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge— to 10 in. per 100 lb.	....	4 50
12 in. up "	....	25
Spring, No. 20, per gro. pairs	....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 50	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	....	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list } Oval
M.R.M. Co. brand, 55 per cent. } head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base	3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock

American	per gross	....	0 60

KNOBS.

Door, japanned and N.P., per doz		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00	
Ordinary, with O burner	"	3 50	

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$ 3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes	....	2 50

Woodyatt, ball bearing, 12 to 20-in 5 60 to 7 45
Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21,23,25	$10 00	14 00
10½ in. ball bearing 12 to 20.	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Cabinet.
Eagle discount 30 per cent

Padlocks.

English and Am.	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon	per gross	3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 5 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	..	7 80
" "	"	...	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — **MONTREAL.**

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English .....per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
man ..... "	0 60	0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout ...	1 80	3 16

PUNCHES.

Saddler s .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood.....per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish.....	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal.....		0 10½
Pure Manilla		0 15
"British" Manilla.....		6 11½
Cotton, 3-16 inch and larger.....0 21		0 23
" 5-32 inch 0 25		0 27
" ⅛ inch 0 25		0 28
Russia Deep Sea		0 16
Jute.....		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord. 48 feet.....per doz.		0 60
" " 60 feet..... "		0 75
" " 72 feet..... "		0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka " tinned steel, hooks	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75 2 75
" frame only.....each	0 50 1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.

" buck, New Century.....$6	25
" No. 1 Maple Leaf.....	5 25
" " Happy Medium.....	4 25
" " Watch Spring.....	4 25
" common frame.....	4 00

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	....	0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" " Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

(Hollow Back)		(Reinforced S Scoop.)	
Moose.....	$17 50	.....	$16 30
Bear	15 00	.....	15 30
Fox.....	12 50	.....	14 30
Black Cat.....	10 00	.....	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'.....	4 50	11 00

SQUARES.

Iron, No. 492 .....per doz.	1 90	2 25
" No. 493 ..... "	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk...85,	12½ and 12
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" in bulk.....	15
Tufting buttons, 22 line, in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.

German.....per doz.	4 75	5 00

S. & D., scou 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" 4-ply	....	0 29
Mattress .....per lb	33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	0 13½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" No. 2.....	5 50
Saw Vise.....	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....		$2 15
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90: No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..	1 45

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	29 00

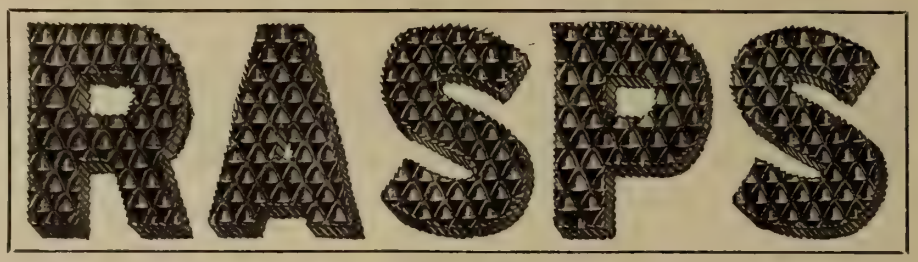
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Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.
United Brass Mfg. Co., Cleveland, Ohio.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Brushes.
Ramsay, A., & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Can Openers.
Cumming Mfg. Co., Renfrew.

Cans.
Acme Can Works, Montreal.

Carpenters' and Builders' Tools and Supplies.
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
Winnipeg Paint & Glass Co., Winnipeg.

Carriage and Waggon Accessories.
Carriage Mountings Co., Toronto.
Covert Mfg. Co., West Troy, N.Y.
Loughead, J. S., & Son, Sarnia, Ont.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.
Oneida Community Ltd., Niagara Falls.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.
Chicago Flexible Shaft Co., Chicago.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton, Ont.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cut Glass.
Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Phillips, Geo., & Co., Montreal.
Silberstein, A. L., New York.

Door Hangers.
Safety Door Hanger Co., Hamilton, Ont.
Wilcox Mfg. Co., London.

Electric Fixtures.
Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell, Toronto.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

Financial Institutions
Bradstreet Co.

Firearms and Ammunition.
Dominion Cartridge Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.

Galvanizing.
Montreal Rolling Mills Co., Montreal.

Gas and Acetylene Lamps, Mantles, etc.
Auer Light Co., Montreal.
Continental Heat & Light Co., Montreal.

Glaziers' Diamonds.
Gibsone, J. B , Montreal, Que.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

Harvest Tools.
Maple Leaf Harvest Tool Co , Tillsonburg Ont.

Hollow Ware.
Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

Horse Blankets.
Heney, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers.
Cluff, R. J., & Co., Toronto.
Gurney Foundry Co., Toronto.
Pease Foundry Co., Toronto.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Ladders—Extension.
Berlin Woodenware Co., Berlin.
Waggoner Ladder Co., London.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Clipper Lawn Mower Co., Dixon, Ill.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs, Etc.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents and Brokers.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Collins, T. C , & Son, Montreal.
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co,, Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Imperial Cement Co., Owen Sound.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Refrigerators.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell. Toro

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shovels and Spades.
Canadian Shovel Co. Hamilton.
Peterboro Shovel & Tool Co , Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

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Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.



Mr. Hardware Dealer—

You will increase your business handling the

MONTREAL BEAUTY NIGHT LAMP

Used in preference to gas and electric light for halls, bedrooms, bathrooms, cellars, etc. It gives a beautiful soft light, burns coal oil, **costs but ¼c. per night**; one filling will burn 40 hours without odor. Size 4 inches by 6 inches. Retail at 75 cts. Liberal discount to the trade. Correspondence invited. Agents wanted.

L. J. A. SURVEYER,

6 ST. LAWRENCE MAIN ST. MONTREAL

NO URGING SHOULD BE NEEDED

The Features of the

Metallic Ash-Sifter

are so meritorious that no hardwareman should have to be told to order.

Because the features are there sales will be there.

The METALLIC ASH-SIFTER, selling at practically the same price as most wooden sifters, of course hits the latter hard.

Our Advice to you is "Get in a supply of Metallic Ash Sifters."

C. M. CUTTS & CO.

Sole Makers, - TORONTO JCT., ONT.



STAY-ON

Horse Blankets

The difficulty with most Horse Blankets is that no matter how you attach them to the horse, they will work off In the special make of our **STAY-ON BLANKETS** this difficulty is overcome. We have spent labor and money to perfect all kinds of horse clothing, and we are pleased to demonstrate to all the advantages derived from the use of our specialties. You pay no more for our goods than you do for inferior qualities.

Largest Manufacturers in Canada

E. N. HENEY CO., Ltd., Montreal

Wrought Steel Registers

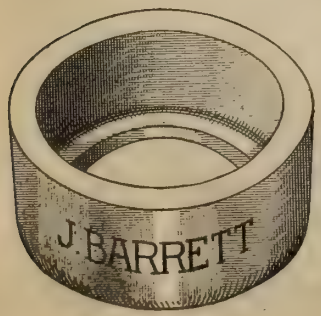
Standard Sizes, All Finishes
Perfect Operating Device,
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.,

NEW BRITAIN, Conn., U.S.A.



H. & C., No. 100.



HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00	per 100
3-in.	"	$7.00	" 100
3½-in.	"	$8.00	" 100
4-in.	"	$9.00	" 100

Complete list on request

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

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ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



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The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

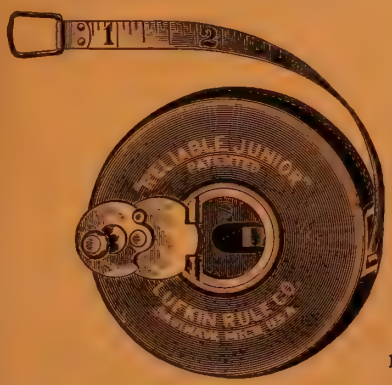
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1808. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

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International Expositions

Special Prize

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"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"Apollo" Galvanized American Bessemer Bessemer Blue Annealed Polished Steel Sheets, etc.

We can furnish Steel Sheets in different qualities suitable for all purposes, and shall be glad to make quotations on receipt of particulars of your requirements.

B. & S. H. THOMPSON & Co.

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Dominion of Canada Sales Agents UNITED STATES STEEL PRODUCTS EXPORT COMPANY Sheet Steel and Tinplate Departments.

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Everything for the Hardware Trade. NOVELTIES and all the BEST SELLERS. Write for our complete sets of Handsome Catalogues.

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DAYTON DYNAMOS
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KEYS FOR THE MILLION. SPECIAL KEY CATALOGUE

AGENTS FOR THE DOMINION FOR

SHELBY SEAMLESS STEEL TUBING

Illustrated Booklet worth writing for now.

JOHN MILLEN & SON, LTD.

MONTREAL AND TORONTO

Revillon Bros.

LIMITED



Revillon Special—This entire train for Revillon Bros., Limited, Edmonton, Alta.

Demonstrating that we are the largest Wholesalers
West of Winnipeg

HARDWARE, DRY GOODS, GROCERIES

EDMONTON, ALTA.

OPPORTUNITIES

MANUFACTURERS and WHOLESALERS

LOOKING FOR OPENINGS WOULD DO WELL TO INVESTIGATE THE ADVANTAGES OFFERED AT

EDMONTON, ALBERTA

ALL THE ESSENTIAL ELEMENTS OF SUCCESS ARE PRESENT

Cheap Power

Edmonton is the centre of enormous coal deposits and will shortly be supplying a large portion of two or three provinces with coal. The electric light and power plant is operated as a civic enterprise, and the city is prepared to offer very attractive rates for power to approved industries.

Raw Material

for many industries is available in the immediate neighborhood. In many other lines it is cheaper to bring in raw material than to pay freight on the finished article.

A Practical Monopoly

Even at the present time over 700 retail stores look to Edmonton wholesale and industrial establishments as their source of supply. The number will double in the next three years. When railways now under construction are completed, over 150 railway towns and villages will look to Edmonton as their commercial metropolis. Eastern manufacturers have to pay freight for 2000 miles to reach this territory.

Ample Transportation Facilities

All the great transcontinental systems meet in Edmonton, ensuring favorable rates and efficient service to all parts of the world, permitting the assembling of raw material and the distribution of products.

HOW LONG do you suppose Western enterprise will be content to send Raw Material 2000 miles east, and pay freight back on the finished product?

Industries at Edmonton could put Eastern Manufacturers out of business in Western Territory.

THESE INDUSTRIES ARE NEEDED and would meet with phenomenal success:

Meat Packing Plant ***Soap Works*** ***Tannery***
Foundry and Machine Shop ***Biscuit Factory***

THERE ARE OTHERS for which there are also excellent openings.

AS A WHOLESALE CENTRE Edmonton offers opportunities second only to those afforded for industrial expansion.

The Secretary, Board of Trade, Edmonton, Alberta, invites correspondence.

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, JUNE 30, 1906 NO. 26.

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MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
For Sale by Leading Wholesale Houses.

CANADA
MORE POPULAR THAN EVER
after forty years' trial.
WHY?
JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.





TO STEAMFITTERS AND PLUMBERS

Our new Catalogue of Sovereign Radiators and Boilers is now ready.

It is the most artistic and complete catalogue ever issued in Canada, and is full of valuable tables and other information which will assist you in your business.

As it is too expensive to supply to any but **those in the trade,** cut out this ad. and mail to us **to ensure a copy being sent to you.**

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TORONTO: 1088 King St. West
Head Office and Works: GUELPH, ONT.
MONTREAL: 122 Craig Street

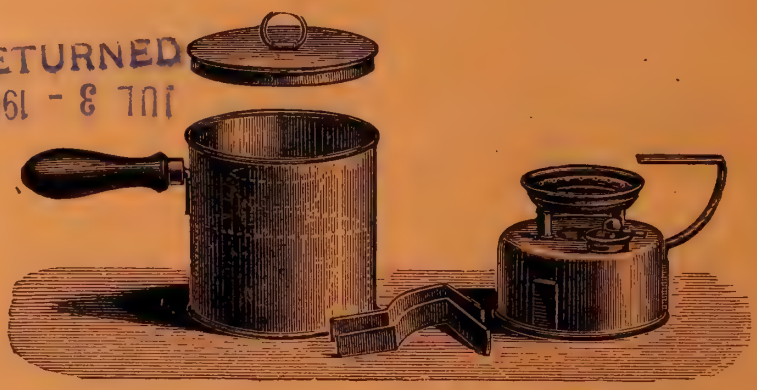
See Classified List of Advertisements on Page 71.

ALCOHOL STOVES

Now is the time your customers are needing alcohol stoves—something useful for the hot season. You can have boiling water with one of these little machines in 3 minutes.

Get our latest prices

RETURNED
JUL 3 - 1906



ALCOHOL STOVES

Get our latest prices

THE REFORM SPIRIT STOVE

It is absolutely safe.

It boils more quickly than any other stove.

RETURNED
JUL 3 - 1906



ALCOHOL STOVES

THE REFORM SPIRIT STOVE

It remains absolutely clean.

It does not smoke and therefore no soot is formed.

Wood Alcohol
IN
PINT and QUART BOTTLES

Wood Alcohol
IN
PINT and QUART BOTTLES

RICE LEWIS & SON

LIMITED

TORONTO.

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

PRICES:
Hollow Ground
$2.00
Double Concave for
Extra Heavy Beards
$2.50
Pair in Leather Case
$4.50
Carbo-Magnetic
Strop $1.00



NO HONING **NO GRINDING**

NO NEW BLADES **NO ANNUAL TAX**

FIRST PURCHASE PRICE THE ONLY EXPENSE

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our **booklet, "Hints on Shaving," Free,** and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, New York

THE GOODS THAT ARE ASKED FOR

The Twin Ice Cream Freezer
The Peerless Iceland Freezer, all sizes
The Gem Food Chopper
Screen Doors and Window Screens
Woodyatt's Lawn Mowers, all sizes
Star and Daisy Mowers
Lawn Sprinklers and Grass Shears
Garden Hose, 3 ply, ½" and ¾

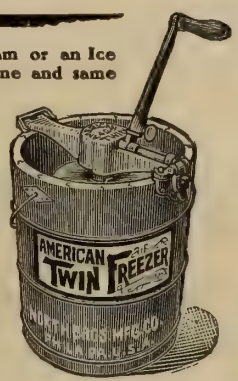
WRITE FOR PRICES

THOS. BIRKETT & SON CO., LIMITED
OTTAWA, ONT.



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.





Send for Catalog.

ICE CREAM FREEZERS THAT SELL



THEY ARE	THEY EXCEL IN
Well Advertised,	Easy Running,
In Demand,	Quick Freezing,
Easily Sold,	Economy,
Satisfactory in Use,	Convenience,
Of Known Reputation,	Practical Results,

North Bros. Mfg. Co.,
Philadelphia, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

RETURNED
JUN 3 0 1906

ALUMINUM



Aluminum No. 3

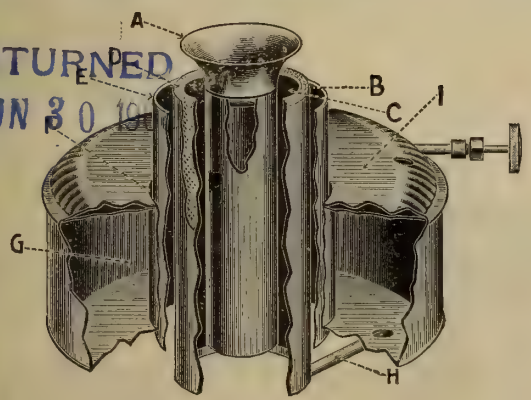
No. 1.—8-in. Circular Wick.
Height (bail down) 27 in.
Burns 1 gallon in 16 hrs.

No. 2.—10-in. Circular Wick
Height (bail down) 28 in.
Burns 1 gallon in 12 hrs.

No. 3.—15-in. Circular Wick.
Height (bail down) 33 in.
Burns 1 gallon in 9 hrs.

SAFETY BURNER

RETURNED
JUN 3 0 19



A—Flame Spreader perfectly free from perforations.
B—Air Space outside of Wick Tube.
C—Air Space inside of Wick Tube.
D—Wick.
E—Outside Casing to Burner.
F—Air Space between Fount and Outer Casing.
G—Fount or receptacle for oil entirely separate from Burner.
H—Feed pipe conducting oil from Fount to Burner.
I—Shield resting on top of Fount, with Air Space underneath.

SMOKELESS, ODORLESS OIL HEATERS

BRASS FOUNT AND BURNER, PORTABLE COVER, REMOVABLE FOUNT, FLOAT INDICATOR, STEEL CONSTRUCTION.

The Oil Heater has Come to Stay.

It's only a matter of a short time till they will be in use in more than half the households in Canada.

We have accepted the exclusive Canadian agency for **Aluminum Oil Heaters.**

The Best Oil Heaters Made.

This is not mere talk, but the truth. Owing to lack of space we can only show **a few of the superior points** of these heaters, but if you are interested enough to write us, we will send you full particulars.

Here's Where They Differ from All Others.

Perfect combustion, safety in operation, free from smoke and odor, easy re-wicking, simple cork float indicator, strength and durability, beauty.

How About the Agency for Your Town?

If you want it, write us to that effect, and tell us the largest quantity you would buy—will quote prices that will get the order.

We book orders now for delivery some time in August, and date Sept. 1st.

LEWIS BROS., LTD.

MONTREAL

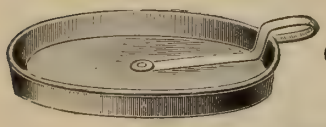
OTTAWA
TORONTO

WINNIPEG

VANCOUVER
CALGARY

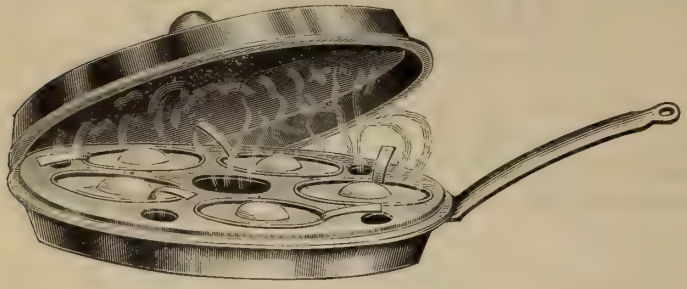
Davidson's Kitchen Specialties

PROFIT MAKERS



"EXCELSIOR" JELLY CAKE PLATE

Removes the Cake from the bottom. Cuts it out neat and clean every time.



Steam Egg Poacher

Turns out a dainty tempting breakfast in one minute.

EVERY HOUSEHOLDER NEEDS ONE.



ENAMELLED

Cereal Steam Cooker and Vegetable Boiler

Comprises four practical cooking utensils. Cooks Oatmeal by steam and makes it delicious.

TRY A SAMPLE LOT. *THEY MOVE QUICK.*

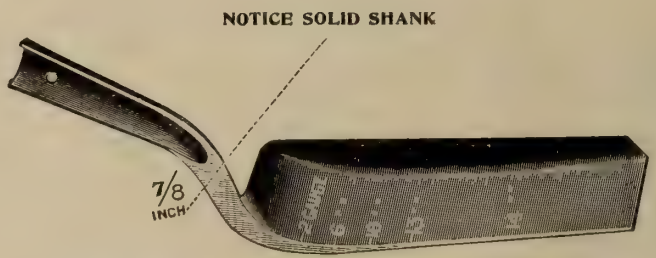
THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG



BULL DOG

SHOVELS and SPADES



Sectional view of finished one piece shovel, showing gauge of steel or thickness at different points.



Canadian Shovel & Tool Company LIMITED

HAMILTON, CANADA

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

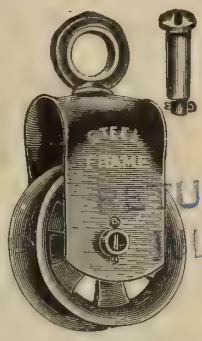
HAY FORKS, PULLEYS and CARRIER



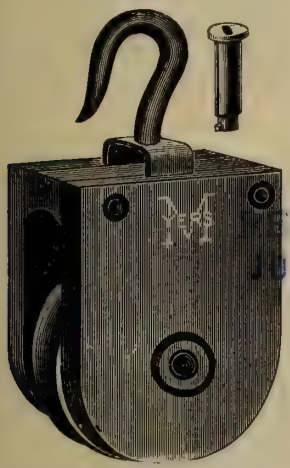
No. 114—6 in. Wood Sheave
Swivel Eye, Loose Pins



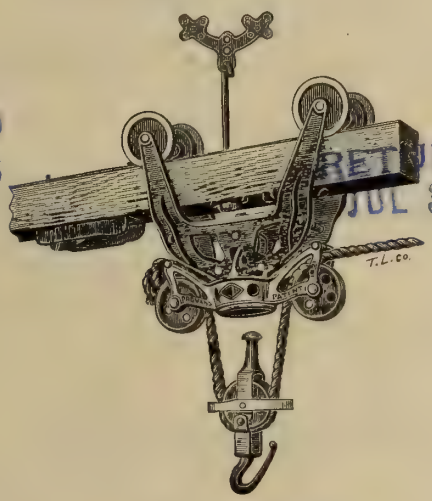
No. 118—6 in. Wood Sheave, Malleable Frame
" 120—6 in. Iron " " "



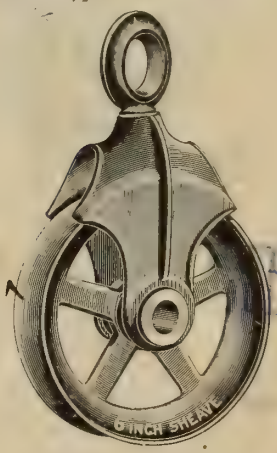
No. 210—5½ in. Sheave, Steel Frame
Hartz's—4½ in. " " "



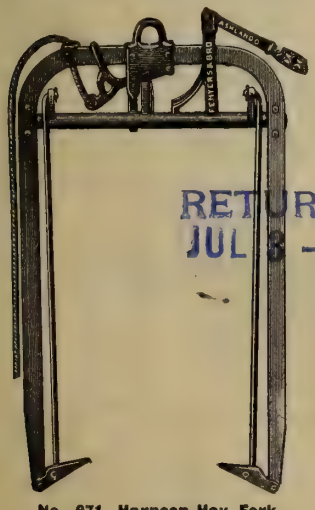
No. 112—Wood Frame Pulley
Swivel Eye, for 1¼ in. rope or smaller



Wood Track Hay Carrier



No. 115—All Iron, Swivel Eye
For ⅞ in. rope or smaller



No. 671—Harpoon Hay Fork
Lock Lever



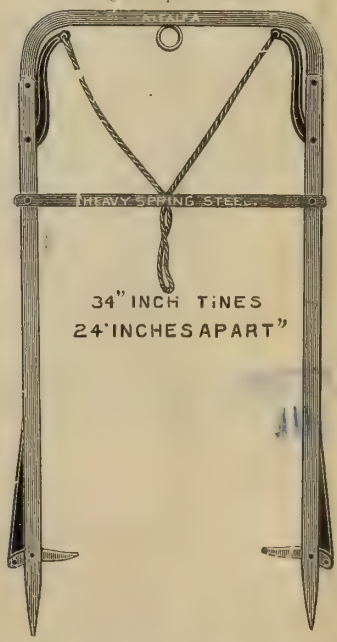
Hay Fork Pulley Hook



Rafter Bracket
Malleable Iron



Wood Track Hanging Hook



No. 268—Double Harpoon Fork

FOR FULLER DESCRIPTION SEE OUR CATALOGUE

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

We Ship Promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

It is Better to Work To-day than To-morrow—
Profit Postponed is Profit Lost

Kenneth Design



Handled Olive



Straight Vase

TRADE MARK
"KRYS-TOL"
REGISTERED
ON EVERY PIECE



Footed Fruit Bowl



Vase

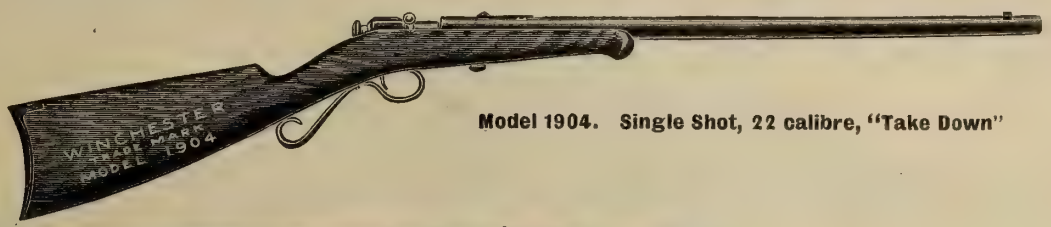
Small orders or large, we give equal attention to every customer

THE HOBBS HARDWARE CO., LIMITED

LONDON ***TORONTO***

What Rifle is Better Known than the Winchester?

It has been the standard for many years.
It was an important factor in the opening up of the Great West. Other rifles have come upon the market, but no other rifle has remained a steady favorite.
It is made in every desirable form of action and in every desirable calibre, suited to every purpose.
Why not handle goods with an established reputation? The trouble of selling them is less.
These are all good sellers, and up-to-date.



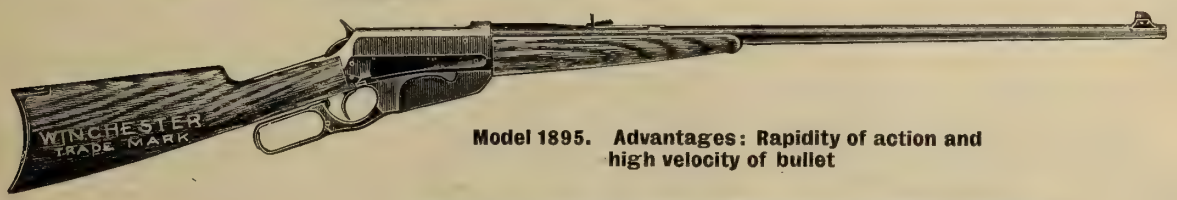
Model 1904. Single Shot, 22 calibre, "Take Down"



Model 1906. "Take Down," Light Weight Repeater, 15 shots



Model 1894. Carbine, 7 shots



Model 1895. Advantages: Rapidity of action and high velocity of bullet



Model 1903. Automatic Repeating Rifle, 10 shots



Model 1905. Self-Loading Rifle, 6 shots. Made for 32 and 35 calibre cartridges

Our new "Sporting and Fall Goods" catalogue describes these and many other rifles and guns.
Have you received yours yet?

FROTHINGHAM & WORKMAN, LIMITED

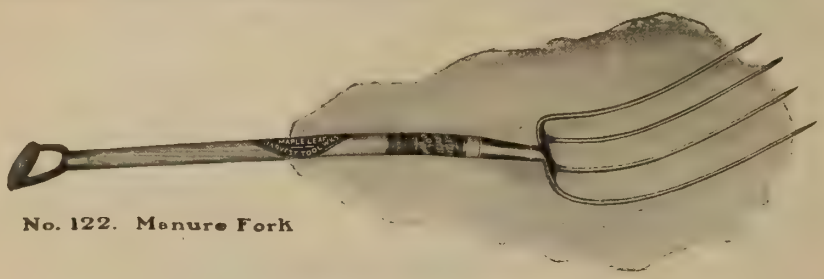
1809 WHOLESALE HARDWARE AND IRON MERCHANTS 1906

MONTREAL, CANADA.

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



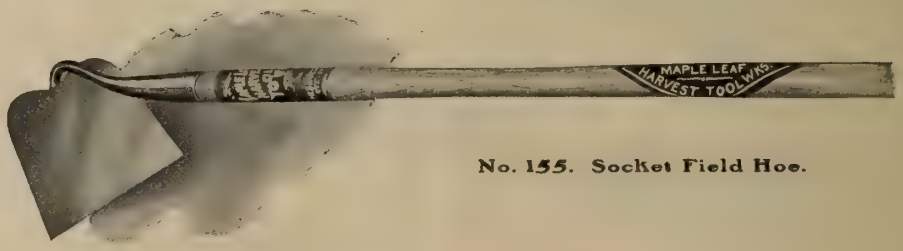
No. 122. Manure Fork



No. 108. Hay Fork



No. 243. Beet Fork



No. 155. Socket Field Hoe.

To THE MERCHANTS:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

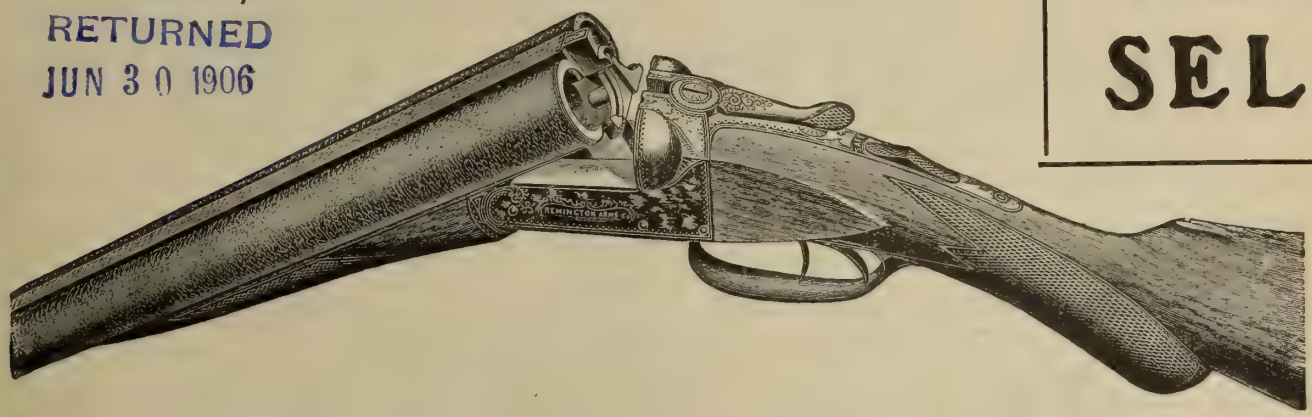
THERE IS

MONEY IN GUNS

when you have the right kind and a proper variety.

GUNS THAT SELL

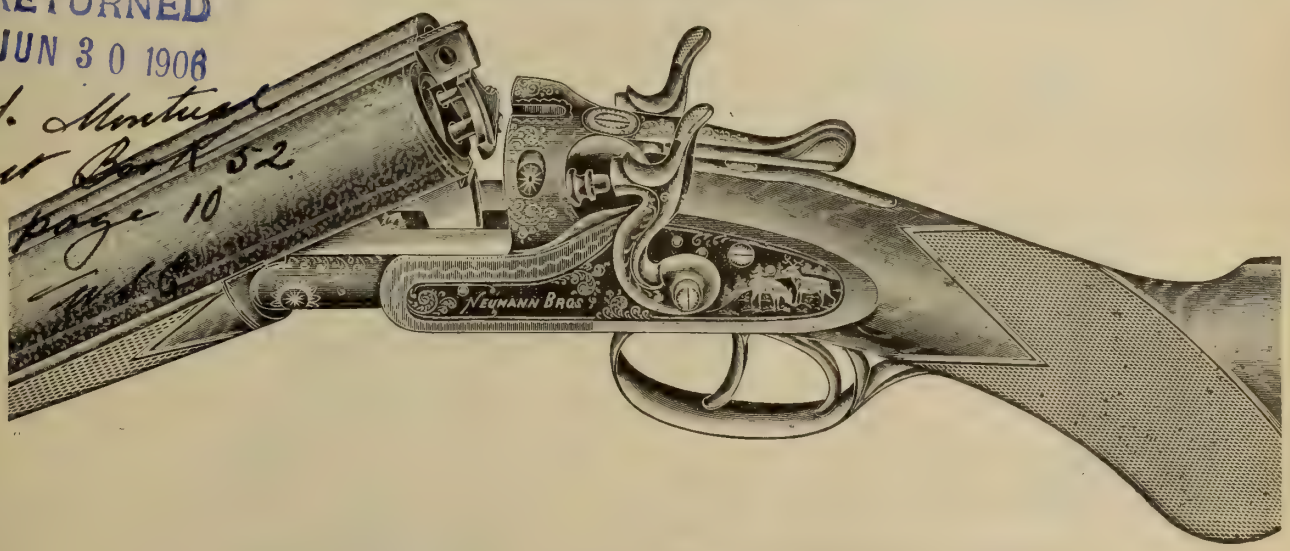
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JUN 30 1906



YOU WILL MAKE NO MISTAKE IF YOU KEEP A FEW REMINGTONS

No. 570 is a favorite this year. We have it in three grades. Grade No. 1 has Decarbonized Steel Barrels; No. 2, Fine Twist Barrels; No. 3, Damascus Barrels.

RETURNED
JUN 30 1906
S. Montreal
cur Book 52
Page 10



THE CELEBRATED NEUMANN BROS. GUNS

cost no more than other imported guns, but their superior finish is worth looking Into.

CONSULT OUR BLUE BOOK FOR PRICES.

Add a few WINCHESTER RIFLES to your order and address it to

Caverhill Learmont & Co

AT MONTREAL, OR WINNIPEG

The Equal of Any—Better Than Most

We want you to understand, Mr. Dealer, that SPEAR & JACKSON is a byword for quality in

HANDSAWS

Our first endeavor is to make the BEST saws; our second to make them as low-priced as possible. Note the "as possible." It means that we countenance no sacrifice of quality to attain the "cheap" end. Because of our long experience and our modern plant, we are equipped to compete with Canadian and American saw-makers—to YOUR advantage. Write to us TO-DAY. We will send you an illustrated Price List.

SPEAR & JACKSON ÆTNA WORKS Sheffield, England

Telegraphic address: **"Spear, Sheffield"**

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

DOMINION WIRE MANUFACTURING CO. LTD.

MONTREAL - TORONTO

—SEASONABLE REMINDERS—

HAY-BALING WIRE

Quality Right—Price Right—Shipments Right.

WIRE NAILS

Our stock of Wire Nails of all kinds in kegs, boxes and one-pound papers is well-assorted and we can make prompt shipments.

WOOD SCREWS

IRON —BRONZE
BRASS—NICKEL-PLATED

FLAT, ROUND AND OVAL HEADS

Send Us Your Next Order—We Will Appreciate It.

WHAT WE HAVE WE'LL MOVE



Pink's Lumbering Tools

MADE IN CANADA

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Round Bill Peavys, Handled in Split Maple

Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants. I can furnish you with the

Brazil Patent Snow Plough and Road Maker; also The DesJardin Patent Log Sleighs

Send for Catalogue and Price List

THOMAS PINK, Pembroke, Ont., Canada.

Long Distance Phone No. 87



If you sell a customer a better article, at a cheaper price, than he has been getting, will he come back to your store ?

Experiment by pushing DOMINION AMMUNITION for a month and carefully note the results.

Your competitor may be doing this now. Think it over.

DOMINION CARTRIDGE COMPANY LTD

MONTREAL

Send for Price Lists and make enquiries about the quality

When ordering ammunition through your jobber, specify "Dominion."

M. L. G. Items

What Dealers are Doing. What Papers are Saying.

FIRST INSTALMENT

A carload of the glass arrived in town last night. Some of it can be seen at J. Hudon's store.

The new dwelling of the Bee Hive people will be built without a dark room. The architect has specified Maximum Light Glass.

"Billy" Chalney is off to London to see the Hobbs people about their glass specialties.

Fire broke out in Smith & Brother's leather works last night, and all the windows were destroyed through heat. The local hardwareman made a big scoop. He secured the contract for the glazing, which is to include a daylight diffuser called "Maximum Light."

We invite our patrons to inspect our re-modelled offices. Light in every nook and corner now they installed Maximum Light Glass.

Come and bring your friends.

SOLE CANADIAN AGENTS:

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS



OAK-CABINET

Given away FREE of charge with an order for six half-dozen Pocket Knives as illustrated above.

May be had through all leading wholesale hardware firms.

LEGAL CARDS

ATWATER, DUCLOS & CHAUVIN
Advocates, Montreal
Albert W. Atwater, K.C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

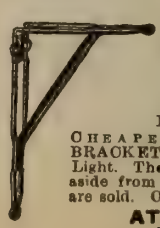
WM A. McLEAN.
Barrister, Solicitor, Etc.
Head Office Guelph, McLean's Block.
Branch Office, Acton Town Hall.
Corporation, Solicitor, Etc.

ROBINSON & GREEN
Barristers, Solicitors, Etc.
John A. Robinson, John R. Green, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

LOUGHEED & BENNETT
Barristers Solicitors, Advocates, etc., Calgary Can. Cables: Lougheed, Calgary, Solicitors for Bank of Montreal, Canadian Bank of Commerce Bank of Nova Scotia, Merchants Bank of Can

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15½ Toronto St., Toronto. 465 Temple Building, Montreal.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

IT WILL PLEASE YOU

When footing-up time comes and sales profits loom up on the books, and the cash book shows a substantial increase in your bank deposits, then is the time you can well afford to smile over having the good judgment to sell **THE MARTIN-SENOUR PAINT.** It's always the

100 per cent. Pure

quality that counts in the long run, and the dealer who handles The Martin-Senour Paint is the man who builds up trade steadily and surely. We'd like to put you in touch with our money-making proposition and if you will send us your name and address we will send you some valuable information. We are yours for more trade.



THE MARTIN-SENOUR CO., Ltd.

CHICAGO and MONTREAL

The Winnipeg Paint and Glass Co., Ltd. WINNIPEG

The Maritime Paint and Varnish Co., Ltd. HALIFAX, N.S.

IF YOU DESIRE ALL THE GOOD THINGS OF CURRENT LITERATURE YOU'LL BE INTERESTED IN WHAT IS SAID BELOW

As the number of magazines increase the **more** difficult it becomes for you to secure a representative selection of articles—i. e., if you subscribe for individual magazines. As the number of magazines increases the **less** difficult it becomes for you to secure a representative selection of articles—i. e., if you subscribe for **THE BUSY MAN'S MAGAZINE.** This magazine is an epitome of the world's best thought to-day. It contains the very selections you want to see but have no time to look for in individual magazines. In addition there is an alphabetical index of magazine articles for the month.

For the sum of $1.50 any subscriber to Hardware and Metal can get The Busy Man's Magazine for one year.
You would have to pay $150 00 to get The Busy Man's (the contents) Magazine in the ordinary way.

Get in your Subscription in good time.

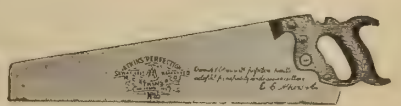
THE MacLEAN PUBLISHING COMPANY, LIMITED - TORONTO, CANADA



ATKINS HIGH-GRADE SILVER STEEL SAWS

Do more work and do it easier than any other. Because they're made right—by men that know how. Our name on every blade. Ask your Dealer for an Atkins.





E. C. ATKINS & CO., Inc.

Home Office and Factory—Indianapolis.

Canadian Branch : 56 King St. E., Toronto, Canada.

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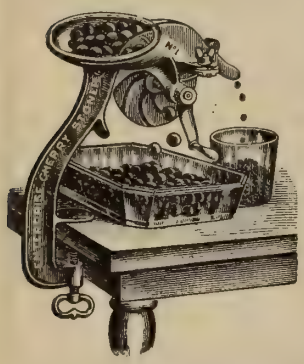
The secret of big sales is to show the right thing at the right time.

HERE are two things housekeepers are thinking about buying **now** — Cherry Stoners and Fruit Presses.

Other things are Lawn Sprinklers and Ice Shredders.

All of which, to be right, must be

"ENTERPRISE"

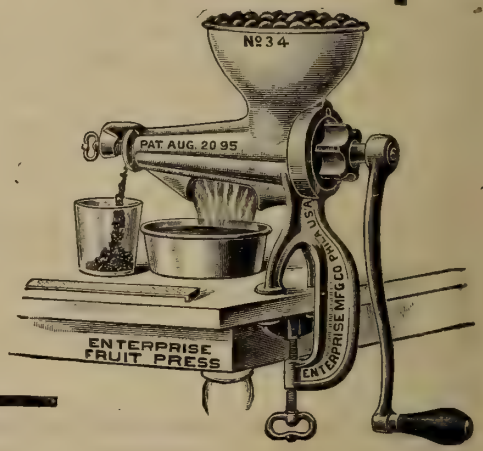


"ENTERPRISE"
Food Choppers Sell all the Time

Write for free copies of our newest booklet, "The Cook, Her Critic and——." If you give them away they will make sales for you.

The Enterprise Mfg. Co. of Pa.,

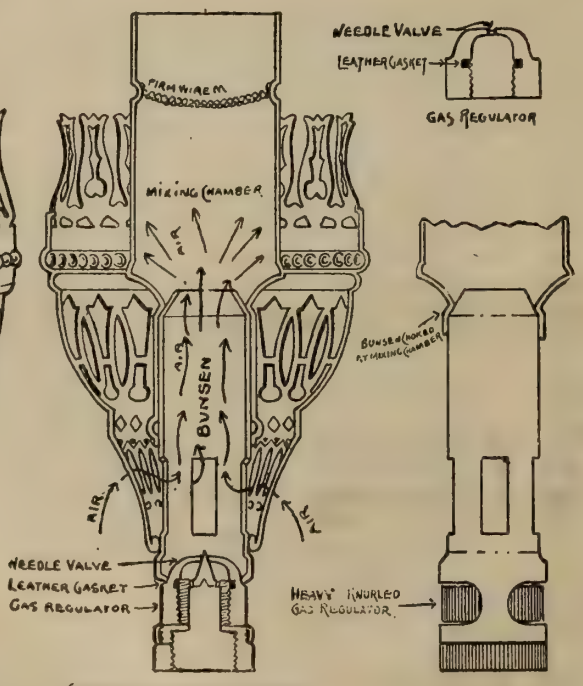
PHILADELPHIA, U.S.A.



1906 **Improved "INTERNATIONAL" BURNER** 1907



COMPLETE EXTERIOR VIEW



COMPLETE SECTIONAL VIEW OF BURNER

BUNSEN

TRY A SAMPLE DOZEN

Satisfaction Guaranteed

THREE FINISHES
CLOSED OR OPEN BASKET

	PER DOZ.
Polished Brass -	$4 25
Brushed Brass -	4 90
Oxidized Copper -	4 50
Deck Plates - -	0 15

The most Scientific Burner on the market to-day. Nothing to equal it in efficiency or appearance.

AN ORNAMENT IN THE MOST ARTISTIC HOME

Leather Packing or Gasket makes it absolutely impossible for any leakage of gas from the needle valve adjustment. Cannot light back into the bunsen or puff out when lit. The accompanying detailed sketch cannot fail to convince the most skeptical of its many advantages over every other burner on the market.

Manufactured expressly for and controlled in Canada, Great Britain and United States by

The International Gas Appliance Co., Limited

535, 537 and 539 Queen St. East, TORONTO, CAN.

Telephone:
Main 1678.

Factories:
Sheffield, England.

JOHN ROUND & SON, Limited

MANUFACTURERS OF HIGHEST GRADE TABLE CUTLERY, SILVER PLATED AND NICKLE SPOONS AND FORKS, PEARL HANDLE DESSERTS AND FISH EATERS IN CASES, COMBINATION CABINETS, OAK GOODS, Etc.

REGISTERED TRADE MARKS



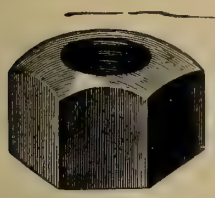
ESTABLISHED 1847

Hotel Silverware Our Specialty

(We guarantee the actual deposit of silver on each individual dozen.)
For honest value our goods cannot be surpassed. See our line, and it will convince you itself.

CANADIAN OFFICES AND SALES ROOMS
Coristine Building, MONTREAL

Write For Catalogue.

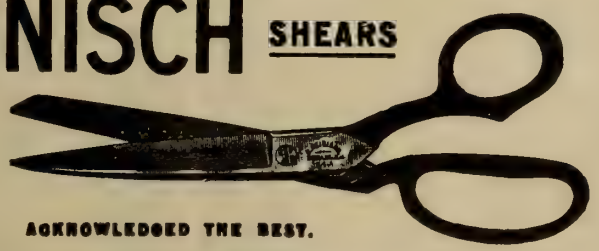


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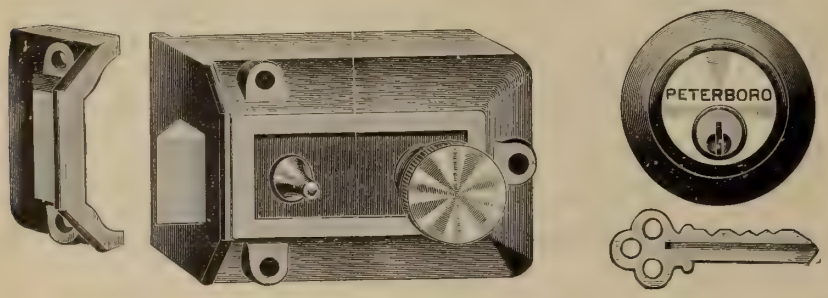
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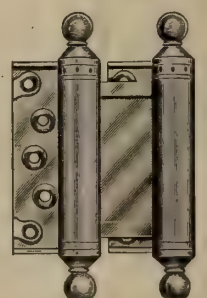
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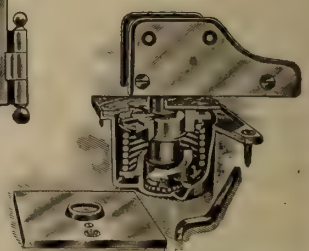
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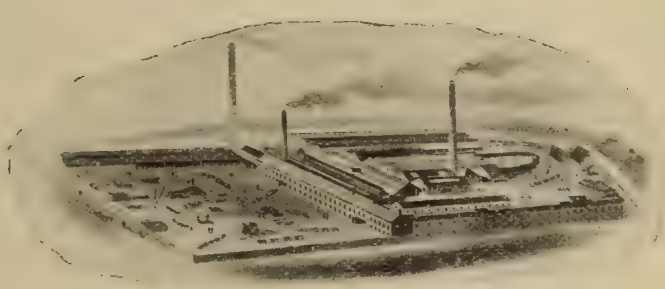
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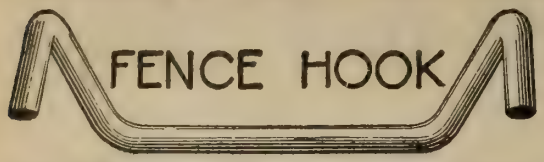
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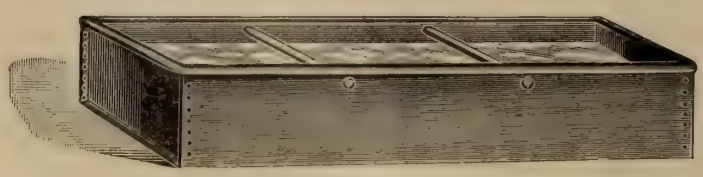
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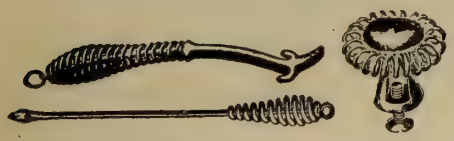
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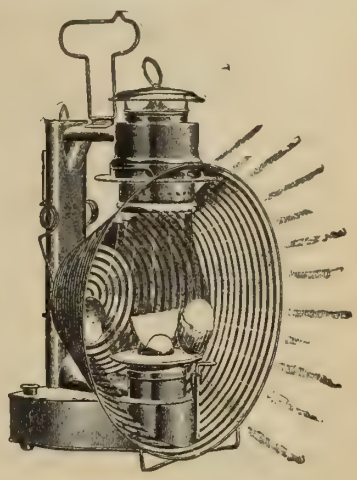
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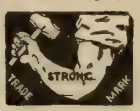
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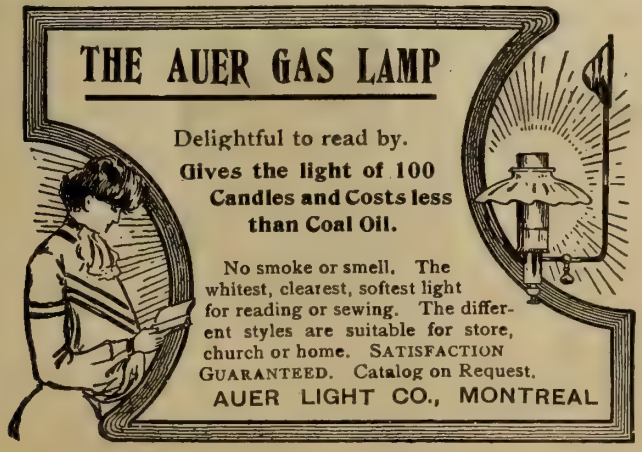
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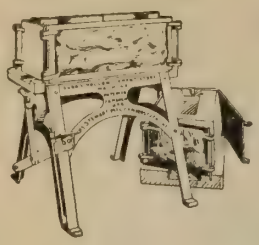


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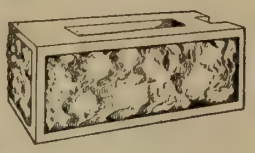
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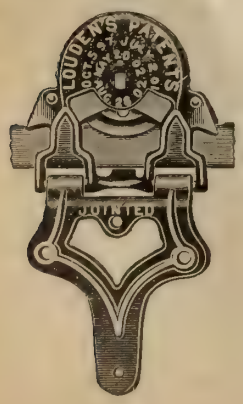
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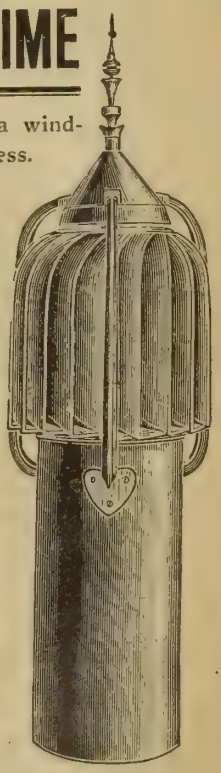
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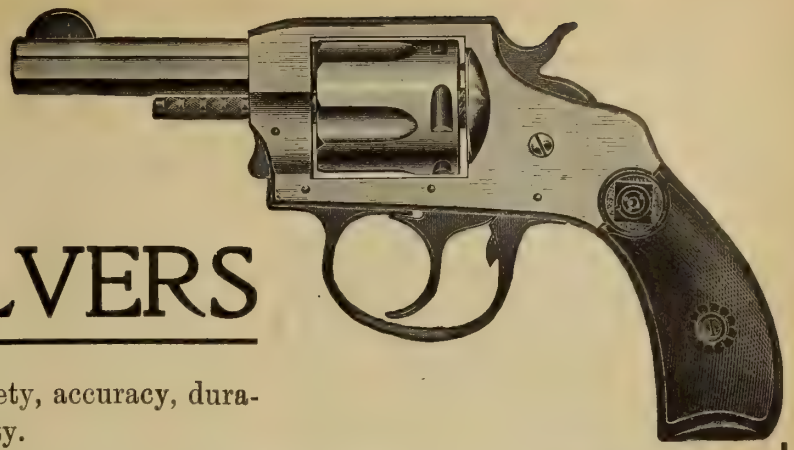
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Only the most skilled mechanics and only the finest quality of material employed in their manufacture. Every piece is finished to the 1000th part of an inch and fits perfectly. ***No Rattle*** in "H & R" such as a quick shake reveals in other makes.

Every revolver that leaves the factory has passed the most rigid inspection and is guaranteed perfect. Barrel and cylinder drilled from solid piece of finest forged steel; solid steel frame; handsome rubber stock affording good grip.

Noted for smooth action, perfect accuracy and power. Don't experiment with an unreliable make because low price is offered as a tempting bait.

The retail price ranges from $2.50 to $8.00 and each model is the greatest value ever offered for the price. They are the kind that do not come back, but give permanent satisfaction.

Put in a full line and you will be pleased with the results. Your jobber can supply you.

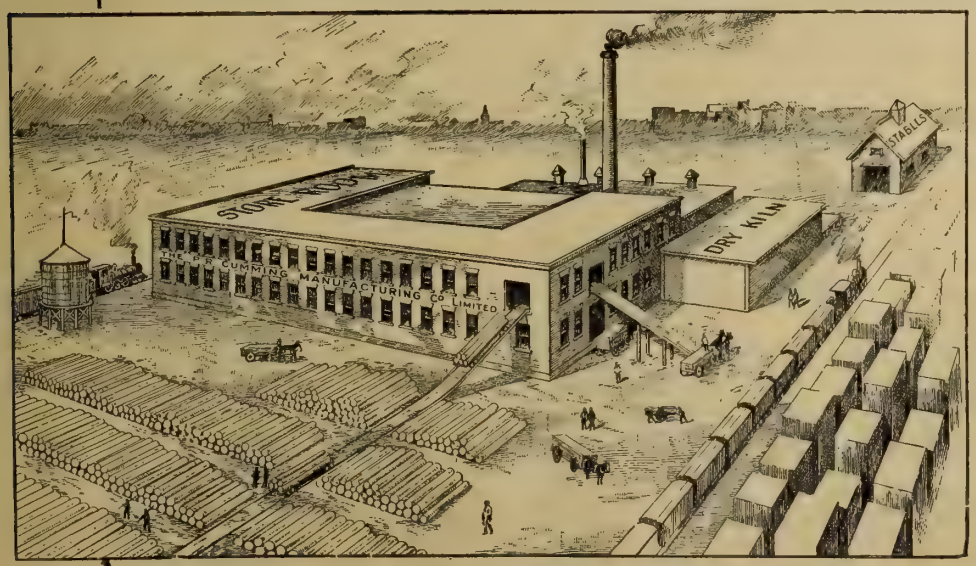
HARRINGTON & RICHARDSON ARMS CO.

Makers of the H & R Famous Safety Hammerless

314 PARK AVE. **WORCESTER, MASS., U.S.A.**

MOPS — *TOWEL ROLLERS* — *CAN OPENERS*

The Home Where Quick Sellers Are Made



From the log with the bark on it to the finished article

The best equipped plant in America

We're the hive of busy bees. Have no drones

A postal will bring a Catalogue showing many fast sellers, and every one a profit-maker

IRONING BOARDS — *CLOTHES BARS*

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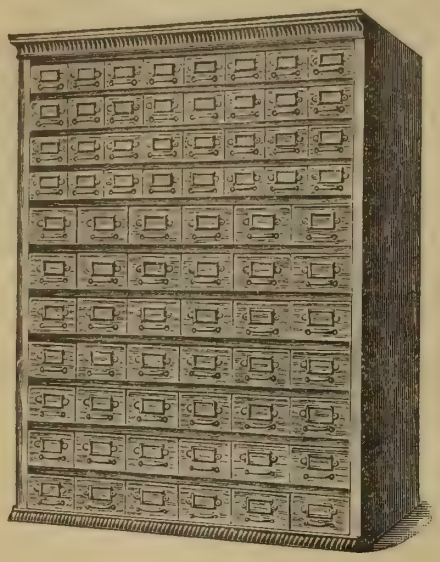
THE CUMMING MFG. CO., LIMITED

RENFREW, ONT.

Manufacturers of

Hardware Specialties, Woodenware, Etc.
Wood Turners and Enamellers

SCREW CABINETS



Save time, save space, save your stock.

This case which we illustrate is so well made it will last a life time. It takes up very little room and enables you to keep all your screws together. No danger of your stock getting scattered about or becoming dirty and rusty.

It contains 74 Bennett Dust-proof Steel Drawers, including divisions, so drawers can be divided into 150 compartments. Each drawer is fitted with brass pull and card clip, and has a depression in side for marking cost and selling price of contents.

The case has a steel back which prevents the case from warping and keeps contents in as good condition as if they were in the original packages.

This case is dust-proof. Size of case—26½ inches wide, 40 inches high, 11 inches deep. Weight—100 lbs.

Price—$20 00 All exposed wood is oak in either rich antique or golden oak finish.

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Sole Manufacturers in Canada

PRESERVING KETTLES FOR PARTICULAR PEOPLE . . . . .



KEMP'S "Onyx" "Diamond" "Pearl" "Garnet"

PRESERVING KETTLES SUIT DISCRIMINATING CUSTOMERS

Every Piece Guaranteed. We Can Ship Promptly.

KEMP MANUFACTURING CO., TORONTO, ONT.

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58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

ELECTRO-THERMIC SMELTING EXPERIMENTS

A History of the "Soo" Experiments, Based on the Preliminary Report, Recently Issued by the Mines Branch, Department of the Interior.

In December, 1903, the Dominion Government appointed a commission to go abroad and investigate the different electro-thermic processes for the smelting of iron ores, and the making of steel, then being operated in Europe. The only experiments, however, which the members were able to witness were those made by Dr. Heroult at La Praz, and Mr. Keller at Livet, France.

In the former case, the results were not such as to permit any reliable conclusion to be drawn, and, in the latter, experiments with widely divergent issues, were conducted on a very porous hematite ore containing a small percentage of sulphur. As Canadian ores are largely magnetite, with a comparatively high sulphur content, none of these experiments could be said to have been satisfactory, as they left undecided not only the amount of electric energy required per ton of product, but also the following important points, referring to Canadian conditions: "1st. Can magnetite, which is our chief ore and which is to some extent a conductor of electricity, be successfully and economically smelted by the electric process? 2nd. Can iron ores with comparatively high sulphur content but not containing manganese be made into pig iron of marketable composition? 3rd. The experiments made at Livet with charcoal as a reducing agent in substitution for coke having failed, could the process be so modified that charcoal, which can be cheaply made from mill refuse and other sources of wood supply useless for other purposes, could be substituted for coke? This is especially important since charcoal and peat-coke constitute home products, while coal-coke for metallurgical processes requires to be imported into the Provinces of Ontario and Quebec."

The solution of these problems was necessary before any judgment could be passed on the probable success of electric smelting in the Canadian ore fields, where water power is plentiful, but metallurgical coke is expensive, through lack of coal. Therefore, the Government authorized a series of experiments in electro-thermic smelting of Canadian ores, which were to be carried on under Government auspices. As the Lake Superior Corporation offered every facility for carrying out this purpose, the experiments were conducted at Sault Ste. Marie by Dr. P. Heroult himself.

Preparations for Experiments.

The furnace used for the experiments proved to be unfitted for some of the charges, and defects were shown which could be remedied in those of larger capacity should the process be applied commercially.

In charging the furnace, which was lined with common fire brick, a crucible consisting entirely of carbon, was adopted. The electrodes were manufactured in Sweden on the Heroult principle and the contact was conveniently arranged for regulation by hand. The current was led from the transformer to the bottom plate contact of the furnace by conductors consisting each of thirty aluminum cables 5-8 inch in diameter. Measuring instruments were provided so that it would be possible to exactly estimate the amount of electric energy consumed.

The Experiments.

About the middle of January the experiments began and were carried on almost continuously until March 5, with the result that some 150 casts were made, producing 55 tons of pig iron. Difficulty was experienced in stoking, as the space between the walls of the furnace and the electrode was too narrow. It was shown, however, that in a furnace so constituted that the electrode could be kept isolated from the charge, production might be considerably increased by the introduction of an air blast.

The ores treated in the experiments included hematite, magnetite from various sources, roasted pyrrhotite and titaniferous iron ore, the latter being from Quebec Province.

The preliminary report on these experiments contains interesting analyses of the raw materials used, and iron produced in many of the most important runs. Experience proved that the use of charcoal or coke as a reducing agent, instead of briquettes, decreased the quantity of slag produced, and materially increased the output. Even though the charcoal was of poor quality, improperly carbonized, this result was shown, and hopes are expressed that by modifying the furnace and using a better quality of charcoal, still better results might be obtained. The smelting of the roasted pyrrhotite produced such a valuable metal that, in this case, the Government experimental plant requires no further modification than an increase in capacity to render the process an immediate commercial success.

Cost of Production.

It is estimated by Dr. Haanel, superintendent of mines, that the largest unit which can at present be constructed on the model of the furnace employed in the experiments, will not exceed 1,500 h.p. On this basis, allowing for a normal annual production and assuming cost of developing 1 electric horse power as $50, the production of pig iron by electro-thermic smelting would approximate $10.69 per ton.

Summary of Results.

The actual conclusions reached from the "Soo" experiments are thus summarized in the preliminary report:

"1st. Magnetite can be as economically smelted by the electro-thermic process as hematite.

"2nd. Ores of high sulphur content not containing manganese can be made into pig iron containing only a few thousandths of a per cent. of sulphur.

"3rd. The silicon content can be varied as required for the class of pig to be produced.

"4th. Charcoal, which can be cheaply produced from mill refuse or wood which could not otherwise be utilized, can be substituted for coke as a reducing agent, without being briquetted with the ore.

"5th. A ferro-nickel pig can be produced practically free from sulphur and of fine quality from roasted nickeliferous pyrrhotite.

"6th. The experiment made with a titaniferous iron ore containing 17.82 per cent of titanic acid permits the conclusion that titaniferous iron ores up to perhaps 5 per cent. titanic acid can be successfully treated by the electric process."

Apparently all that remains to assure the success of electric smelting of Canadian ores is a furnace of altered model, which will obviate the difficulties experienced in the experimental plant. The future of our northern ore fields is staked on the outcome of efforts along these lines. If they are satisfactory, the presence of abundant water power and unknown quantities of magnetite ores will off-set the absence of coal, and there will be nothing to prevent the rapid building up of Canada's iron and steel industries.

CHANGE IN ACETYLENE BUSIESS.

The arrangement of the Shawinigan Carbide Company with the Continental Heat & Light Co., Montreal, by which the latter company acted as sole selling agents for the former, has recently expired. The Shawinigan Company have taken advantage of this fact to secure the interests and good will of their former agents in carbide and acetylene matters.

A sales department has now been established by the Shawinigan Carbide Co. in their new offices, Bank of Ottawa building, Montreal, and they are undertaking on their own behalf the exclusive sale of Shawinigan carbide for domestic and export use. They will carry in stock at their Montreal warehouse a large supply of carbide and acetylene accessories, thus enabling them to make prompt shipments at all times.

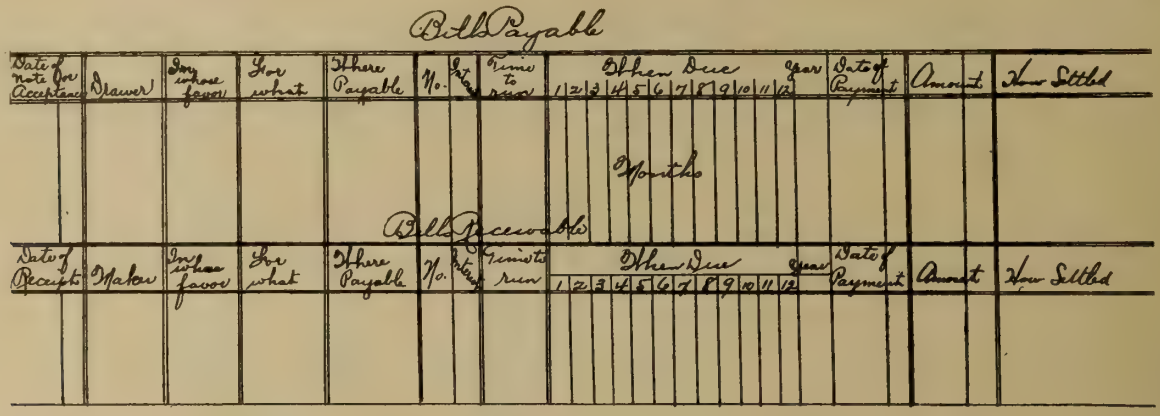
BUSINESS MANAGEMENT

Article III.—By Howard R. Wellington

RETAIL MERCHANTS' ACCOUNTS AND RECORDS.

It might be well to introduce here the different books to be used in recording the transactions of a comparatively small business—the journal, cash book, ledger (as shown in last issue), and, if found necessary, the bill book. The various methods of recording sales will be taken up in a later issue.

As this method necessitates writing the various lines sold three times — first when the salesman takes the order, secondly when the lines are posted in the ledger, and thirdly when the monthly statement is sent out — systems have been devised whereby one additional writing only will be necessary by using a loose-leaf ledger with a monthly invoice or statement form in duplicate inserted opposite each ledger account. The lines sold are entered from the original sales slip to this invoice form, and the total of each sale posted to the ledger opposite. The original is sent to the customer as a statement and invoice combined, and the duplicate remains for reference in the ledger. (Illustrations will appear in a subsequent issue.)



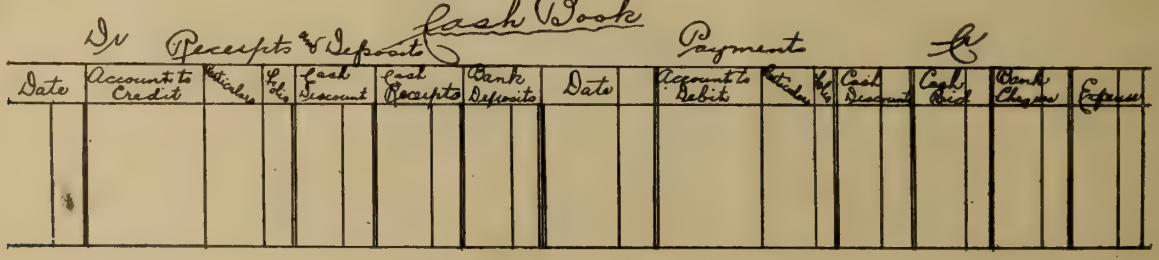
The ledger is used for the final summing up of all business transactions, where all information as to balances at the debit or credit of accounts may be ascertained.

Debit.

When there is a balance at the debit of an account it must be one of two things—an asset to the business or a loss. Anything of value to the business, such as real estate, cash on hand, merchandise on hand, accounts owing to the dealer, is an asset. Any other balance at the debit of an account must be in the nature of an expense, and is therefore a loss. Debit what is received.

The Journal.

This book, sometimes termed "the day book," is abandoned by the majority now-a-days so far as recording daily transactions of cash or sales, etc., is concerned, the cash book and sales records being used for posting direct to the ledger. However, when opening a set of books the journal is used, or in making entries which, by their nature could not properly be made through the other mediums, the journal is a necessity. Entries adjusting differences in accounts, writing off bad debts, closing entries, etc., should all be made through the medium of the journal.



Credit.

When there is a balance at the credit of an account it must be either a liability or a gain. If the balance represents a personal account owed by the dealer, or an acceptance made by him, it is a liability; if other than an amount owed it must be a gain. Credit what is given.

In a retail business it is very desirable to have, in addition to the date of sale and the amount, a full description of the goods in the ledger, in order that these particulars may be readily obtained for customers when rendering statements.

The Bill Book

In a business where accounts are settled by note mostly, it would be advisable to have a bills receivable and bills payable account in a separate book ruled specially for that purpose, the bills receivable in one end of the book and the bills payable in the other.

At the end of a period the total of bills payable book may be posted to the credit of a bills payable account in ledger, and the total of bills receivable posted to the debit of bills receivable account in the ledger, if desired, or the amounts taken from the bill book itself for the trial balance.

This form combines the cash and bank accounts. When cash is received from a customer, he is credited with the amount received, the cash being entered in "cash receipts" column, and cash discount (if any) is entered in column headed "cash discount." When a deposit is made in the bank the amount is entered in the "bank deposit" column on the debit side and in the "cash paid" column on the credit side. When cash is paid out the creditor or expense account is charged, the amount being entered in the "cash paid" column or "expense" column, as the case may be, the total of the latter column being posted to the ledger at the end of each month instead of posting each entry separately. When a cheque is made on the bank, or a bill accepted payable at the bank, the amount is entered in the "bank cheques" column. At the end of the month the amount on hand and in the bank may be readily ascertained by adding the cash and bank columns on the receipt side and deducting the total of the cash and bank columns on the payment side.

(To be continued.)

THE ADVANTAGE OF SYSTEM IN BUSINESS.

Systems in business have been used from time immemorial as aids to right progression. Joseph, of old, averted a famine through a system of storing grain, and since his time every one has acknowledged that where any sort of work can be reduced to a system it is all the better for it to be so. It is not always a fact that systems are admired. The young head is much more inclined to advance in business by enthusiasm and personal effort. As he gets older he perceives that some things, at any rate, are best tackled by system, and from that point he gradually comes to include more and more in the system category.

Extremes to be Avoided.

It is to be feared that this admittance has its reverse side; older heads sometimes come, by sheer habit, to include everything in system methods, to the exclusion of individual enterprise and new ideas. It is unfortunate when this is so, because it generally means that activity is deadened until some change is made in the personality. On the whole, however, more danger results from neglect of system than from its over-adoption, and if a warning is needed at all it is to the effect that a famine in success may be averted by a judicious dependence upon system. Systems are, however, treacherous things, almost as treacherous as figures themselves. A system sometimes begins to percolate on a man's ideas until he no longer recognizes anything out of the usual groove, and he becomes an automaton in his methods. However much it may benefit his bookkeeping and his stocktaking, no amount of argument will make it plain that such an effect is an advantage for his business success. The individual who is proprietor of a business has to remember that, at a pinch, he can obtain assistance for his systematic work, but he cannot obtain a new supply of energy and enthusiasm. These must not be allowed to rust for any system at all, otherwise the neglect may come to be dearly paid for.

Two Sides to a Business.

The most advantageous way of utilizing system without the risk of much loss of initiative power, is probably to recognize from the first that trade consists of two parts; that which can be systematized, such as bookkeeping, stocktaking, prices, and buying work, and that which can decidedly not be systematized, such as selection of neighborhood, specialty of goods, personal participation, and other features of initiative work. Within the sphere of the one, system must be supreme; any laxity of adoption quickly tells its tale in unpleasant leakages, inexplicable losses, and all sorts of errors and confusion. Within the other sphere, inventiveness must be supreme, and any attempt to supplant it by automatic aggrandizement and bulk increase ends in confusion.

To take an example, a turnover, provided it is of a healthy nature at all, will of itself increase from month to month according to the expansion of the needs; but it is a very unambitious method of courting success, by waiting for it to come to your very doors. The probability is your neighbor will not — which means a confession of comparative failure. On the other hand, to neglect in any way the systematic checking and utilization of the figurative part of the business is obviously to court danger. It is safer for an individual to be too systematic rather than unsystematic, but it should be recognized that to be either extreme is not necessary.

Initiation must have a place in any concern, and initiation from its very nature is not system; it is above system, it must not be trammelled by system. No one yet, it may be said, made a fortune by systematically planning to make it; the system may have secured success when it has come, and may do, moreover, the inestimable service of preventing any serious slipping back, but the real penetrative power has been the fertility of ideas and enthusiasm of enterprise.

Let it be believed, therefore, that system must only be used within its sphere but that within that sphere it is supreme; and inventiveness has only to be used within its province, and likewise within that province it is supreme. Admittedly the two spheres are not easily adjusted; at one time it appears that it is all system which is required, at another that nothing but inventiveness will help matters. The point with each one is to attempt to realize the boundary between the two, and not to neglect or misuse the one at the expense of the other, and it is a point worth trying.

A SIMPLE METHOD OF FIGURING PROFIT.

A business writer has added another article to the list of those recently published on the subject of how to figure a profit in the retail business, and as a practical method of figuring he suggests the following methods:

Subtract the cost from the selling price, the difference, of course, being the profit. Divide the latter (decimally) by the selling price, and the result will be the true profit, thus: Cost, $5; selling price, $8; profit, $3, and $8 is contained in $3 .375 times, showing the profit in this instance to be 37½ per cent.

Below will be found a table that may be helpful to the man in a hurry:

To make a profit of 16 2-3 per cent., add 20 per cent. to cost.

To make a profit of 20 per cent., add 25 per cent. to cost.

To make a profit of 15 per cent., add 33 1-3 per cent. to cost.

To make a profit of 33 1-3 per cent., add 50 per cent. to cost.

To make a profit of 50 per cent., add 100 per cent. to cost.

TRAVELERS' OFFICERS.

The following officers were elected at the thirteenth annual grand council of the United Commercial Travelers' Association of Minnesota, Dakotas, Manitoba, Alberta and Saskatchewan, held at Albert Lea, Minn.: Grand counsellor, H. J. McGarvey, Huron, N.D.; junior grand counsellor, C. A. Van Dever, Minneapolis; grand past counsellor, Walter G. Jacobs, Aberdeen; secretary, J. M. Dresser, St. Paul; treasurer, E. C. Walters, Minneapolis; grand conductor, C. W. Sutton, Duluth; page, F. J. C. Cox, Winnipeg; sentinel, James F. Ells, Minneapolis.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

736. Lawn mowers. — A Manchester firm asks for catalogues and best prices of lawn mowers from Canadian manufacturers.

737. Garden spades.—A Manchester firm wish to get prices of garden spades from Canadian manufacturers.

740. Spokes.—A Lancashire firm wish to get prices of spokes all sizes dressed and rough from Canadian manufacturers.

755. Oil engines, etc.—A large Yorkshire engineering firm, manufacturers of oil engines, gas engines, and suction gas producers, desire to place their goods in Canada, and invite correspondence.

FUNNEL FOR FILLING TANKS AND BARRELS.

When tanks, barrels, kegs or cans are being filled with gasoline or any other liquid, when the new funnel shown is being used a bulb in a heavy glass tube from the pipe of the funnel rises and can be seen from both the inside and outside, so that there is no danger of waste or overflow. A splash guard and sieve are provided also, and it is not necessary to watch the bung-hole, as of old—a glance at the funnel tells it all.



New Barrel Funnel.

NEW FACTORY FOR OIL TANKS.

S. F. Bowser & Co., the only manufacturers of self-measuring oil outfits in Canada, whose factory is now located at 530 Front street west, Toronto, have just awarded contracts for the erection of a very fine office and factory building on Fraser street, one block south of King street west. It will be a two-storey and basement brick building, 50 by 125 feet. The office and machine shop will be on the first floor and the finishing department on the second floor. The motive power will be electricity with individual motors for the various machines. Factory and office will be steam-heated. In connection with a large and well appointed office there will be a display room. The building will have a plate glass front, affording plenty of light. One reason for the increase of the company's business is probably found in the fact that the insurance regulations in regard to the storage of oils of different kinds are becoming more rigid and it devolves upon the users of oils to provide storage which the insurance companies will recognize as being safe under all conditions. This applies not only to the hardware and paint dealers, but to the manufacturers as well, and that branch of the Bowser business which covers a line of adjustable measure cabinets for lubricating oils has assumed large proportions within the last two years.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.

Executive—Alberta, A. E Clements, Olds; C. F. Comey, Calgary; A. R. Auger, Okotoks.

Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer. Winnipeg.

Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg. Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.

Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

ANOTHER EXECUTIVE MEMBER.

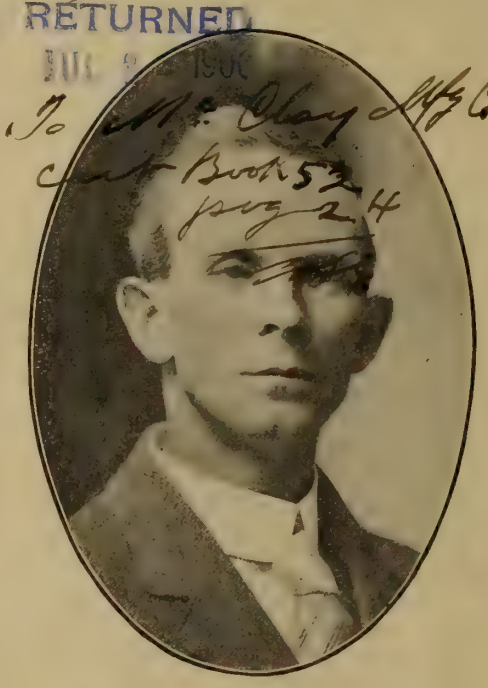
The illustration this week introduces E. P. Paulin, of Goderich, and lately of Dashwood, to the members of the association who did not meet him at the May convention—when he was chosen a member of the executive committee after having proved himself a capable worker on committees and an able debater on the convention floor.

Mr. Paulin is a tinsmith by trade, having served his apprenticeship with Harland Bros., of Clinton, and since then having worked in a number of large towns and cities in Ontario and in the United States. In 1897 he joined Mr. Young in a hardware, stove and tin business in Wingham, the firm being styled Young & Paulin, and for four years an unusually large business was done. At the end of that time Mr. Young took over the business and Mr. Paulin located in Dashwood, a prosperous farming village, where he carried on a successful hardware, stove and tinsmithing business for five years. He is now located in Goderich, having recently bought the hardware business of J. B. Hawkins.

Before the convention was held in Toronto, May 15 and 16, Mr. Paulin was somewhat doubtful as to the outcome of a permanent organization, but after attending the convention he wrote that he was assured of the ultimate success of the association, adding, "No hardware dealer can afford to be on the outside of this organization."

IMPROVING SALESMANSHIP.

At the convention of the Kentucky Retail Hardware Association, Frank Semple, of the Simmons Hardware Co., St. Louis, delivered an address on "Salesmanship," saying in part: "The way to increase profits in business is to increase the efficiency of the selling end. We all know that a salesman who understands his business will sell goods whether the customer wants them or not. If you want to increase your earning power, increase the selling power of your men. Have the salesman who sells your goods get your clerks together and explain how and tell why the particular article he is selling possesses merit. Then when a clerk gets to understand the merits and demerits of a specific class of goods give him that line and he will handle it at a profit. Cultivate affability in your clerks and a desire to please." One speaker said he sent one of his men to the plant of a stove manufacturer to acquire a knowledge of the construction and operation of a gasoline stove and with good results. "Where customers, particularly ladies, had formerly been prejudiced against the gasoline stove, considering it dangerous, the young man clerk in taking the stove apart is able to make its construction and operation so simple that he is now hardly missing a sale. This experience also increased his capacity for selling coal oil stoves." The speaker thought the idea could well be adapted in many other hardware lines to advantage.



E. P. PAULIN, Goderich,
Member of the Executive Committee of the Ontario Association.

A QUESTION BOX.

At the recent convention of the Illinois Retail Hardware Association the following were a few of the questions taken out of the "Question Box" and discussed:

Ques.—Does it pay a hardwareman to display 5 and 10 cent articles in his store?

Ans.—This was discussed by several of the members, and it was their opinion that it was unwise for retail merchants to install a 5 and 10 cent department, inasmuch as they believed that such a line of goods was out of place in the hardware store.

* * *

Ques.—Is it good policy to make concessions in prices to farmers' clubs on staple articles?

Ans.—One of the members stated that he did not believe in making a reduction on regular stock. However, a granger in his district came to him and wished to have reduced prices on a large amount of twine, wire, nails, etc. The orders were placed directly with the manufacturers, and the commission on this business was given to this dealer. In this way the benefits were derived by the merchant himself, and the odium of making reduced prices was not known in the community as it would have been had the stock been taken from the store.

* * *

Ques.—Should a merchant make his remittances by local check or bank draft?

Ans.—Half of the merchants that discussed this question were paying by local checks and found that remittances by bank drafts were more satisfactory and that no exchange was charged, as the banks were only too glad to extend them that courtesy.

* * *

Ques.—What is a healthy limit for the expense account as compared with total sales, or what proportion should be figured between the two?

Ans.—One member carefully outlined his method of recording all expenses whereby at the end of the month he was in a position to tell at a glance the expense attached to conducting his business. One of the delegates said that he figures his expense at only 10 per cent., but this was considered very low. Another stated that he always added 10 per cent. to the cost of his goods as the expense for conducting his business and then added a further per cent. for his profit. Another merchant said that he had a talk with a large hardware retailer in Chicago who employs 60 people, who told him that his average expense was 25 per cent.

STOVES AND TINWARE

AN AMERICAN TELLS HOW TO TO SELL A STOVE.

At the convention of the Arkansas Retail Hardware Association recently some good points on stove salesmanship were given in an address delivered by W. N. Brandon, of Little Rock. The speaker said a dealer should confine himself to one make of stoves and ranges as far as possible, for in so doing he would show to his customers that he had confidence in that make or he would not have taken it up. He laid stress upon the necessity of having confidence in the stove, without which it was hard to establish confidence in the prospective buyer. Some of the tactics used by American merchants are new to Canadians, but they are worthy of the consideration of those who would pursue an aggressive policy of salesmanship. In speaking of how to get the customer, the speaker said: "There is no success without advertising, but all advertising is not successful, first have something to advertise, get a list of all the householders in your town and vicinity, then send them circulars, send them letters, send them prices, invite them to your store, advertise in the newspapers, keep your name before the public, sell good goods, and get good prices. Keep something new continually before the trade, and get directly into the home of the farmers, get some advertising feature that is beneficial to the housewife, cook books, etc. Use the manufacturer; he is always ready and willing to assist you and give you his ideas of many years' experience and study. Many times the manufacturers send advertising matter to their customers, express charges prepaid, and instead of being properly distributed, it goes under the counter, or in the waste box in the alleys, etc. Can you, under these conditions, blame the manufacturers for being slow in pushing the advertising matter on the customers. But don't wait for them to send it, but get after them and demand what you want and get it. Advertising brings prospective customers to your store, but does not sell the goods, it is then up to you. You must show him that you have his interest at heart; not only must you show it, but you must have it, and that you are not merely trying to make a sale, but a customer. One sale does not constitute a customer or build up a business, but a sale made in such a manner as to gain confidence does. As soon as the salesman learns what is wanted he should show the cooking equipment desired, going to the exact stove or range to start with. If not satisfied as to what is wanted, do not show the best or cheapest article to begin with, but go to some neat medium-priced piece of goods, for we oft-times misjudge our customer. This information can frequently be obtained without boring the customer before reaching the stove exhibit.

"They should be neatly displayed on the platform from ten to twelve inches high. You will find this elevation adds immeasurably to the perspective. Stoves and ranges should be kept nicely polished, going over them daily as the lady of the house goes over her parlor furniture. On approaching this stove, swing open the oven door; that is a matter of moment, for the size of a capacious oven makes a most pleasing impression. Call attention to the general appearance of the stove or range: smoothness of castings, lustre of nickel work (if any), dimensions of the fire box, size of feed door, the convenience of arrangement of loose hearth and outside shelf, if any, increasing heating capacity, tight-fitting joints. Show plates to be well molded and mounted. Take off the covers and cross pieces, showing out long centres, if any. Call attention to the ridge molding on bottom of the cover, giving rigidity and lessening warpage. Work on any other argument that occurs to a salesman, keeping up a running fire of the advantages that particular stove or range possesses. Then you finally come, as a last resort, to the subject of prices. Do not mention this until every argument is set forth. While you may think they are interested in the cost of the stove or range, the truth is they want the best service for the price, without regard to money involved. Who would think of asking the physician the cost of the cure?

"How to handle the customer when the wife wants one stove and the husband another.

"Take sides with the wife and at the same time use a little diplomacy in explaining to him that she is the one to use the goods and should be pleased, or in other words, have her choice.

"How to handle the farmer who has not looked around. Show him through your line, if possible get him interested and at the same time avoid pricing him, but urge him to look around and come back and look over your goods, that you can please him with the price.

"A point of imperative importance is to follow up the stove transaction after the sale is made. If possible to do so, have it set up by an experienced stove setter and demonstrate its service. Always urge that your customer advise you promptly if anything arises about the stove or range that is not fully understood, for a word or two in time may spare a disputed account or the baneful influence of a dissatisfied user. I consider this a superb investment, even though some cost be incurred. To place a satisfactory stove or range in any group of homes is sowing a good seed and the soil upon cultivation will invariably bring forth good fruit manifold."

GAS STOVES FOR ONTARIO.

United States Consul James M. Shepard, of Hamilton, responding to a Pennsylvania inquiry, says that while there are several makes of Canadian gas stoves and ranges on the market, investigation in the three principal cities in that consular district shows that American makes have the decided preference. Mr. Shepard continues:

The manager of the natural gas company here informs me that they expect to make 3,000 connections this year, and my reports from Brantford and Galt show proportionate prospects. Those considering this market should send representatives through the whole territory supplied by the Dunnville gas fields at an early day, visiting the cities named and others farther south. The demand is on, and this section is prosperous and progressive. The tariff on stoves is 25 per cent. of the actual selling price at point of origin, and the so-called "anti-dumping clause" recently added to the customs regulations provides severe penalties for undervaluation or "export prices"; hence representatives should become thoroughly familiar with laws and regulations governing imports.

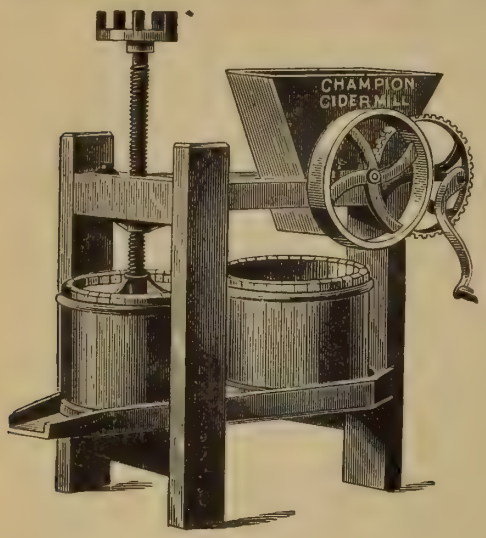
It would certainly seem that with this protection and with such a growing demand for gas stoves as will be created in the natural gas sections of Ontario, Canadian manufacturers should be able to get a large portion of this trade.

HEATING AND COOKING IN JAPAN

The Japanese cooking apparatus is of two kinds—one the "shichirin," a small portable construction of metal or earthenware, costing from 25 cents to $1.25, and heated by means of charcoal; the other the "kamado," a kind of stationary furnace, built of brick and mortar, the price varying from $1.25 to $10, and burning wood as fuel. The houses are usually heated by charcoal braziers, costing from 50 cents to $15, the fuel in use being charcoal, wood, coal, coke and kerosene oil.

Foreigners use cooking stoves, of which some are imported from America, England and France, but the greater number are of Japanese make, while their residences and offices are heated by grates and stoves, most of which are of Japanese manufacture, though those houses built by foreigners are usually fitted out with American or English grates. Only a few furnaces and steam-heating plants are in use. Very creditable stoves and grates are made in Japan, and though somewhat inferior in quality and finish, they are largely taking the place of the imported article on account of the cheap prices at which they are sold. The prices of Japanese manufactured stoves and grates show a great variation, the approximate figures being: Office stoves from $3.50 to $48, cooking stoves from $7.50 to $98, oil stoves from $3.50 to $39.50, and grates from $3.50 to $40.

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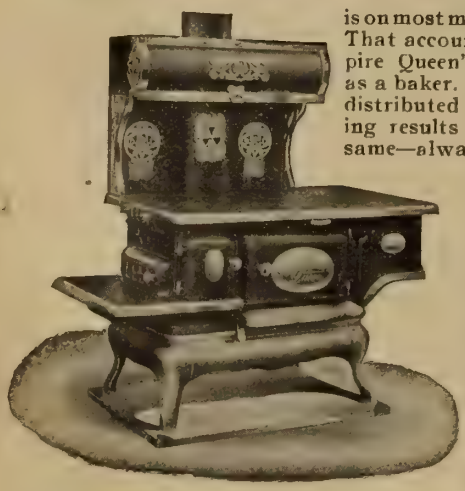
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is on most modern principles. That accounts for the "Empire Queen's" pre-eminence as a baker. The heat being distributed uniformly, cooking results are always the same—always trinmphant.

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The Ash-pit besides being extra deep, has effective ash chutes connected with the pan so that no "falling out" ever takes place.

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OWEN SOUND, Ontario Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

Those dealers who are pushing the Oxford Chancellor Steel Plate Range say they never knew a range that sold like this range is selling this summer. That's what we meant they should say when we started our selling help campaign for their benefit. Are you getting a slice of the trade we make for live dealers? It isn't too late yet to get your share—but you'll have to get started pretty soon. Why don't you write and ask questions now? Let us tell you why the

Oxford Chancellor Will Make Money for You

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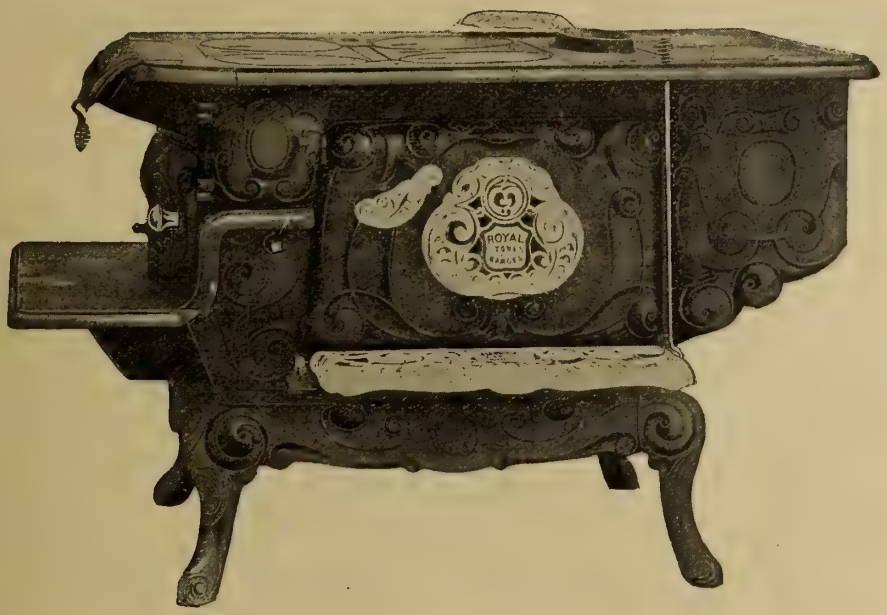
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WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

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Enamel Preserving Kettle, from 2 to 30 qts.

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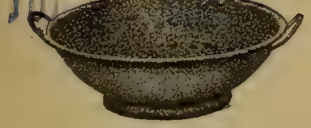


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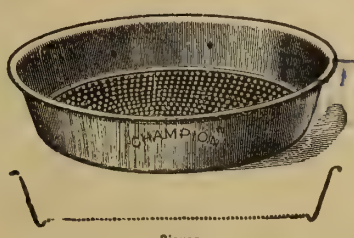
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WE HAVE LARGE STOCKS

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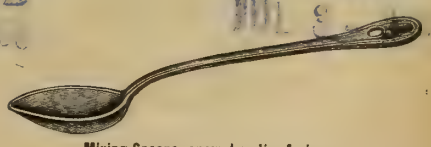


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QUEBEC TRAVELERS' TAX.

A further amendment to the sliding scale tax on foreign commercial travelers doing business in the Province of Quebec, in the form of a six months' license, has not received adequate publicity, and the full import of the change is, as a consequence, not appreciated.

The sliding scale which took effect last March provided for the abandonment of the straight three hundred dollars yearly tax on all foreign travelers except those soliciting for liquor firms, and the substitution of a tax of one hundred dollars yearly on travelers selling only to the wholesale trade, two hundred dollars for those calling upon both wholesale and retail, and four hundred dollars for those selling consumers. The six months' privilege, in effect since May 1, provides for a license from 1st May to 1st of November, or from 1st of November until the 1st of May following, by paying one-half the amount of the full yearly tax. Thus a traveler for a firm outside of Canada calling on the wholesale trade in the Province of Quebec, instead of paying $100 pays only $50 for a six months' license, and a traveler calling upon the wholesale and retail pays $100, while one selling consumers pays $200, instead of $200 and $400 respectively.

This latter provision is decidedly more equitable as it practically cuts in half the obnoxious tax. To avoid taking out more than a six months' license foreign travelers must arrange their trips so as not to overlap the dates mentioned. Thus a traveler might enter the province in October and stay after the 1st of November, which would necessitate him securing another license good until the 1st of May following. Even where the retail trade is called upon, dry goods travelers never spend as long as six months in the province. While the principle of the tax, as has been pointed out in these columns many times, is in restraint of trade, the amendment which really halves the tax has been received with favor because it points in a measure to the final repeal of this revenue-making tax.

Foreign commercial travelers still make strenuous objections to the tax, but the Provincial Revenue Department is closely watching its collection, and evasions, which were at first effected, are now impossible. When interviewed in Montreal, the collector of Quebec provincial revenue outlined clearly the exact interpretation of many dubious points. For instance, a firm outside of Canada desiring to send a traveler to work the Province of Quebec, to avoid paying the tax must have a bona fide place of business in the province at some centre where stock is carried and books kept. A favorite form of evasion, which is useless in this respect, is for a foreign firm to establish an agent in either Montreal or Quebec. While the resident agent has not to take out a license, a traveler from the headquarters of the firm, or any of its foreign branch offices, coming to the province to call on the trade with the agent, must pay the tax.

ELECTRIC SMELTING EXPERIMENTS.

When the first unofficial announcement was made of the results accomplished by electro-thermic smelting in the experiments recently conducted at Sault Ste. Marie, it was thought that a most satisfactory solution had been found to the problem of economically preparing magnetite ore for the market. Such being the case, the future of Northern Ontario as an iron and steel centre would have been assured. But the preliminary report on these experiments, which has just been issued by the Mines Branch of the Department of the Interior, scarcely justifies such a rosy outlook.

It is shown that the ores which are common in Northern Ontario can be successfully smelted by this method, but unless some facts are withheld for a later and fuller report, there is no mention of a saving in the cost of production. The estimated cost per ton of producing pig iron by electro-thermic smelting, which constitutes an item in the report, is as follows:

Ore (55 per cent. metallic iron) at $1.50 per ton	$2.70
Charcoal, ½ ton at $6 per ton	3.00
Electric energy, amortization, etc.	2.43
Labor	1.00
Limestone	.20
18 lbs. of electrode at 2c. per lb.	.36
General expenses	1.00
Total	$10.69

There are, nevertheless, some very satisfactory results arising from the experiments. One which permits of immediate application is the smelting of roasted nickeliferous pyrrhotite by the electro-thermic process. The product of this experiment was so valuable that the only modification of the Government's experimental plant required to make it practical is an increase in its capacity. It was further shown that, despite the conductivity of magnetite, the inductance of the furnace was not increased by its presence, and good commercial iron was produced from it. Another valuable point established was that charcoal and peat coke, which can be produced in the Provinces of Ontario and Quebec, without being briquetted with the ore could be used instead of coal coke.

It is to be hoped that when the more exhaustive report is produced it will give more promise of economical production by the electro-thermic process of smelting.

NEEDS TRADE AGENTS.

Canada during the fiscal year ending June 30, 1905, imported from the United Kingdom for home consumption, goods to the value of $60,342,704, and from the United States goods to the value of $152,431,626. The London (Eng.) Miller draws attention to the fact that the United States have in Canada 189 consular and trade agents, and continues:

"This country has no agents in Canada, and offers no official assistance to our exporters to that colony. A condition of things almost as bad prevails with regard to Australia, South Africa and India, and it is time a reform were instituted. We do not advocate sending a number of highly-paid, expensive and useless officials to these colonies, to idle away their time in attending receptions and balls, but we do need in our colonies a staff of capable and shrewd men, with a grasp of business possibilities, to assist home manufacturers and exporters. It is surely possible to find a number of such men in our country, and we hope that the question will be brought to the front in the next session, so that the existing reproach can be removed."

THE SITUATION IN METALS.

A flutter in antimony last week gave promise of disappointing general expectations. The fact that all the large Montreal houses had at last secured stocks of the metal seemed to accentuate a slight temporary depression on foreign markets, and Canadian prices declined somewhat. A recovery was soon made in Montreal, but Toronto prices remained slightly lower. So far as the Montreal market is concerned, it is reasonably certain that no real decline in value will take place until new deposits of antimonial ore are discovered.

Ingot tin appears, at most recent reports, to be firming up again, but the situation is a confusing one. Many circumstances have combined of late to force the price down. In the first place, arrivals from the producing centres have been much heavier than was expected, thus rendering a high market more difficult to maintain. Moreover, the group of speculators who had been holding the London stock, being satisfied with the figures which tin was commanding, seized the opportunity to unload, and values were immediately depressed.

It is difficult to understand from what sources the extra supplies of tin have been coming. The Straits mines seem to have brought out all their unsold tin when the recent extravagant price was reached, and such outlying districts as Siam and Burmah are also figuring in the visible supply. The Banka situation, however, is not perceptibly improved, and the question of labor there still presents considerable difficulty. Straits shipments for June will aggregate 4,750 tons.

From this mass of contradictory data it is difficult to deduce anything which would definitely show the trend of the market. Two other factors have to be considered, and they are equally contradictory—the consumption and the speculative account. So far as the first is concerned, there is and can be no decrease, in spite of a fluctuating market, when buyers are inclined to hold off their orders. That might look like a higher market again, but there is the compensating fact that many leading operators who were instrumental in manipulating the rise have now turned bears, and are decidedly against any further boom.

Zinc spelter on the Canadian market is now being maintained at a higher price, in response to the great activity in the United States and other foreign countries for some time back. Even at that it is practically impossible to secure spot deliveries for quantity orders.

Pig lead declined this week, prices being about 5 cents per hundred pounds below those given in our last report. There is a good demand, however, and no sign of a much weaker condition is at the moment evident.

Little activity is manifest in the pig iron market, though prices are firm. This is the time of year when few large lots are ordered, and it must be expected that such a condition will continue for a month or so.

INSPIRE YOUR CLERKS.

It is a rare gift for a man to be able to inspire in others the spirit of enthusiasm which invariably carries all before it. But it is one of the most necessary gifts for the retail merchant who would make a real success of his business.

In too many cases clerks are left to work up their own enthusiasm, to learn about the goods they handle from their own research, and to adopt their own selling methods. And it generally happens that this enthusiasm soon dies out, killing also the desire to learn. Apathy in the employer is followed by apathy in the clerk, and necessarily sales are not so large as they should be.

In a great many stores the clerks are actually afraid of "the boss." There is no spirit of fellowship between them, and in such circumstances clerks who are accustomed to work hard in the presence of their employers will shirk as much as possible once they are away from his watchful eye.

Every store should have a definite business policy which can only be adhered to when the proprietor takes the clerks more or less into his confidence, and endeavors to inspire them with his own enthusiasm in selling goods.

Are your clerks afraid of you? Do you notice a scramble when you come among them? Then fraternize with them, and do not be afraid of teaching them something valuable.

BRITISH CONSULS AND CANADIAN TRADE.

The enterprise of Supt. F. C. T. O'Hara, of Canadian commercial agencies, Ottawa, in enlisting the active support of the hundred and sixty odd British consuls throughout the United States in favor of Canadian trade extension, should be highly appreciated, and marks Mr. O'Hara as a man for his job. During the month of March, according to official figures just issued, Canada imported from the United States fifteen million dollars worth of goods, a million and a quarter more than in March last year. In the same time Canada sold to the States a little less than six and a half millions worth, just a million and a half more than in March, 1905. This shows in the first place that Canada's sales to her big neighbor are capable of expansion, and that is the main issue here. Taking the figures for the nine months ending March 31 the increase is even more notable. For three years they are: 1904, $52,000,000; 1905, $55,000,000; 1906, $67,000,000.

In another article some excerpts from replies of the consuls to Mr. O'Hara's circular letter are given. They are all enthusiastic in tone. All of them recognize that in increasing the trade of any part of the Empire they are serving the whole. It is broad ground and as sound as it is roomy. It now remains for Canadian enterprise to take advantage of the way prepared for it.

AMERICAN GOODS IN COMPETITION.

U. S. Consul Geo. N. West, writing from Sydney, N.S., to the Daily Consular and Trade Reports, published by the Department of Commerce and Labor, Washington, and distributed in great numbers throughout the States, after telling of a marked revival of trade in that district, says:

"The value of having personal representatives of American manufacturers visit merchants here has been shown in a strong manner by a statement made to me by a representative of an American firm visiting here lately, when he was successful in opening up six new accounts, whereas during the past two years he had difficulty in retaining former customers, owing to the depression.

"In visiting the different merchants I note in almost every instance the display of American goods in their stores, which have been, with few exceptions, purchased through Canadian wholesale houses, in some instances coming in direct competition with goods of the same class manufactured in Canada. If representatives of American firms visited here, they could no doubt largely increase their sales.

"Within a radius of 20 miles of Sydney there is disbursed for wages to employes of the coal, iron and steel companies, and other manufacturing enterprises, about $500,000 monthly, and this sum will rather be increased than decreased in the future."

This is the way the American consular service is working for the extension of trade in United States manufactured products. Canadian manufacturers and wholesalers should be able to so supply the Cape Breton merchants and miners that they would have no room for American products.

HARDWARE TRADE GOSSIP

Ontario.

C. J. Harper, plumber, of Goderich, was in Toronto during the week.

R. W. Dunn, plumber, of Port Hope, was in Toronto for a day or two.

P. M. Young, hardware merchant, of Almonte, is ill with a hemorrhage.

Fred Bailes, of John Bailes & Son, hardwaremen, of Oshawa, has a son and heir.

Harry Clucas, Toronto, manager for the Canada Paint Co., took a run up to Guelph.

Fred Cooper, accountant for Dunlop & Co., hardware, Pembroke, spent a day or two in Toronto.

J. Karley, of Karley & Gibson, Athens, has been sick with a hemorrhage, but is now on the mend.

Williams, Madison Mfg. Co., mill machinery, Port Perry, Ont., are advertising business for sale.

James King and Louis Payette, of the Warden King Co., Montreal, were in Toronto, during the week.

Thomas Irwin, for many years in the metal roofing business in Hamilton, died suddenly at the age of 71.

J. W. Rork, of Rork & Johnson, hardwaremen, of Norwood, has a new hardware clerk, two weeks old.

S. T. Hadley, of the James Morrison Brass Manufacturing Co., Toronto, is representing his firm in Western Ontario.

Julian Boyd, son of C. E. Boyd, hardwareman, of Simcoe, has passed his first year medical examination in Toronto, with honors.

H. W. Mitchell, commission and manufacturers' agent, of Winnipeg, called on Hardware and Metal during the week on his return from New York and Montreal.

John M. Tait, of Tait & Co., plumbers, Pittsburg, Pa., has been in Toronto for a day or two. Tait & Co. are putting in some plumbing in Cobourg houses belonging to Americans.

R. J. Bruce, of Port Perry, who sold his hardware business some time ago to A. J. Carnegie, has purchased the business of Hope & Nodden, of Toronto Junction, the stock of which amounts to about $16,000.

Q. D. McCulloch, secretary of the Bennett & Wright Co., Toronto, died on Tuesday from a self-administered dose of carbolic acid. Worry caused by the civic investigation and other matters is said to have preyed on his mind. He was 50 years of age and had been with Bennett & Wright for 20 years.

Quebec.

Donald Alexander Bethune, plumber, etc., Montreal, has registered.

Denman & Bethune, plumbers, Montreal, have dissolved partnership.

The assets of Huet & Co., hardware merchants, Montreal, are to be sold.

W. H. Evans, of the Canada Paint Co., Montreal, spent part of the week in Toronto.

Major Lockerby, of Lockerby & McComb, is at the Three Rivers camp with his corps.

The Hardware Specialties Mfg. Co., Chambly, have assigned; meeting of creditors on July 4.

J. W. Richardson, of Caverhill, Learmont & Co., Montreal, is making the best of a fortnight's vacation.

W. S. Leslie, of A. C. Leslie & Co., metal merchants, Montreal, is taking a western trip this week.

Chas. Edmonds, of Frothingham & Workman's staff, Montreal, is enjoying his vacation at Morin Flats and Ste. Agathe.

Geo. E. Drummond, of Drummond, McCall & Co., Montreal, sailed for England on the Empress of Britain last Saturday.

J. W. Harris, president of the J. W. Harris Co., contractors, Montreal, is visiting Western Ontario points in connection with some of the firm's contracts.

A. Dancausse, of A. Dancausse & Son, general merchants, Apple Hill, Ont., was in Montreal on business this week and called on some of the hardware jobbers.

J. A. Gordon, of Montreal, secretary of the National Plumbers' and Steamfitters' Association of the Dominion, is attending the convention of the United States plumbers at Atlantic City.

F. D. Robinson, who for the past several years has been a member of the office staff of B. & S. H. Thompson & Co., Montreal, has been promoted to represent the firm as their city traveler in Montreal.

Building Inspector Chausse sailed for Europe last Saturday on the Empress of Britain. He will investigate conditions in Old World cities with a view to adopting improved methods in his department.

The business of H. G. Eadie, manufacturers' agent, Montreal, has increased so largely that he has decided to put a man out on the road. He has engaged G. W. Meldrum for this purpose and Mr. Meldrum will start out on his trip July 1.

Montreal paint and oil men have received notice of the annual convention of the Master House Painters' and Decorators' Association in Windsor, July 24, 25 and 26. This will be the third convention of this body, the first and second having been held in Montreal and Hamilton respectively.

J. A. Warren, of Henry Warren & Sons, hardware merchants, Stirling, Ont., spent a couple of days last week in Montreal, the guest of Herbert Seybold, of the Seybold & Sons Co. Mr. Warren was much impressed with the possibilities of the Canadian metropolis.

A window that stops all passers by has been arranged by H. Silvestre, of H. Silvestre & Fils, the St. Lawrence street hardware merchants, Montreal. The centre of attraction is a clock whose pendulum is a large kalsomining brush with a six-foot handle, which swings slowly to and fro. The dial of the clock has a paint brush at every division.

Western Canada.

J. W. Carrol, plumber, Winnipeg, Man., has been burned out.

R. E. Hale, agricultural implements, Souris, Man., has sold out to Wenman & Green.

Mr. J. R. Henderson, of Henderson & Potts, Halifax, is expected in Winnipeg next week.

J. E. Menzies, agricultural implements, Minnedosa, Man., has sold out to W. Drummond.

W. H. Smith & Company, hardware merchants, Didsbury, Alta., are succeeding Corbett & Pearson.

Mr. John A. Thomson, hardware merchant, of Elm Creek, Man., has joined the ranks of the benedicts.

James Munro, hardware merchant, of Chilliwack, B.C., has made improvements in his store, including a new plate glass front.

Mr. Geo. D. Wood is in England, where he will act as one of Winnipeg's representatives at the Congress of Chambers of Commerce of the Empire.

Messrs. W. G. Jones and J. Hunter, of the Pease Foundry Co., Toronto, are in Winnipeg this week consulting with Mr. C. D. Waldon, manager of the Pease-Waldon Co.

Mr. R. R. Kinread, Winnipeg manager of the Record Foundry & Machine Co., went east last week to Moncton on a matrimonial mission. Hardware and Metal extends congratulations.

Secretary J. E. McRobie, of the Western Retail Hardware Association, is planning a visit to Edmonton next week to attend a meeting of hardwaremen to be held in that city during the fair.

J. E. Lundy and J. B. McLeod have opened a hardware store in Edmonton. They were formerly employes of the Bond Hardware Company, of Guelph, but have been in Edmonton about four years.

The Kelly Hardware Company, of Brandon, has been incorporated with a capital stock of $15,000. The incorporators are H. C. Kelly, G. F. Williamson, of Brandon, and W. L. Garland, H. Ormond and A. Anderson, of Winnipeg.

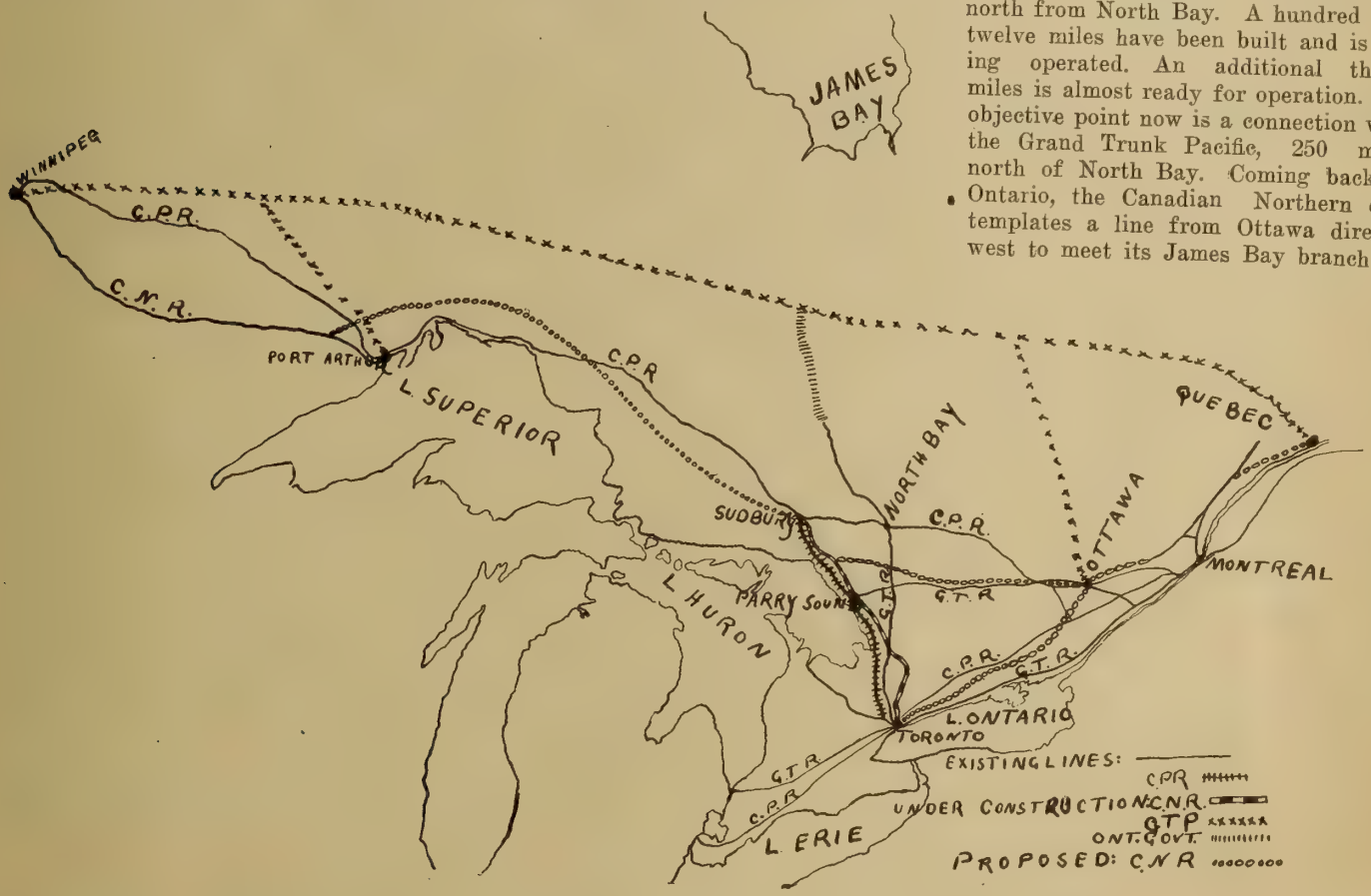
Mr. H. V. Lawlor, paint specialist for Henderson & Potts Co. and Marshall-Wells Co., was in Winnipeg last week. Mr. Lawlor has recently recovered from a rather severe attack of typhoid fever whith kept him in the hospital in Calgary for the regulation length of time. He blames it all on Alberta water and promises to desert the water wagon whenever in future he visits the trade in the western province.

RAILWAY BUILDING FROM WINNIPEG TO QUEBEC

There could be no more convincing evidence of the phenomenal industrial development and settlement now going on in Canada than the railway building and extension under way and immediately contemplated.

In the west, that is west of Lake Superior, a second great railway system, the Canadian Northern, has grown up in ten years with 1,200 miles of main line from Port Arthur to Edmonton, and many branches. This year it will enter Toronto and in a very few years will be the second Canadian transcontinental. The third transcontinental, the Grand Trunk Pacific, is being made to the order of the Government and Grand Trunk interests. The C.P.R. is building extensively in Ontario, Manitoba, Saskatchewan, Alberta and British Columbia, every province from the St. Lawrence to the Pacific.

How many thousand miles of new railway are here indicated is not to the point and need not be made a memory test. Take, as a concrete example, the operations in Ontario, looking to improved communication with the west and larger outlet for the prairie products. Until now the only direct all-rail route from Toronto to the west was by the Northern division of the Grand Trunk to North Bay. The C.P.R. sent its passengers that way. To-day both C.P.R. and Canadian Northern are each building as rapidly as posible a line from Toronto to Sudbury. The C.P.R. expects to be operating its new line as far as Coldwater, 100 miles north of Toronto, in a little over a month. This Summer, probably sometime in August, the Canadian Northern will be operating its line as far as Parry Sound, thus affording an additional lake and rail route to and from the west in time for the moving of this year's crop. By August next year it is expected the C.P.R. line will be finished to Sudbury. The Canadian Northern also expects to complete its line to Sudbury next year.



Short Way to the Sea.

Another very important project which the C.P.R. has in hand is the construction of an air line from Victoria Harbor on the Georgian Bay, near Midland, to Peterboro to improve their facilities for handling the western crop. Their present Georgian Bay port is Owen Sound. This new line will lessen the distance between the bay and tide water by about a hundred miles.

Within a fortnight the Canadian Northern filed with the Railway Commissioners plans for a line between Toronto and Ottawa. The Canadian Northern will have this year, when work under construction is completed, the most extensive railway system in Nova Scotia. The extensions building are from Liverpool to Barrington on the east coast, and from Middleton to Victoria Beach on the Bay of Fundy. In Quebec they have 200 miles of line from Grenville and Montreal to Riviere a Pierre Junction and are building from Grand Mere on that line 75 miles to Quebec. When completed this will give a third trunk line from Quebec to Montreal. The company have a charter to build from Quebec to Pugwash, N.S., but that part of the transcontinental plan is not yet under way.

A Government Line.

The Government of Ontario, several years ago undertook to construct a line north from North Bay. A hundred and twelve miles have been built and is being operated. An additional thirty miles is almost ready for operation. The objective point now is a connection with the Grand Trunk Pacific, 250 miles north of North Bay. Coming back to Ontario, the Canadian Northern contemplates a line from Ottawa directly west to meet its James Bay branch between Parry Sound and Sudbury and from Sudbury to a point on its line west of Port Arthur, making the middle link of the system across the continent.

The accompanying map shows the main features of present railway development between Winnipeg and Quebec. Of existing railways only main lines are indicated.

Canadians, spread out in a thin line across the American continent, are bred to such conceptions of distance that these immense railway undertakings appear as ordinary everyday matters, but they portend development that means a readjustment shortly of the world's trade. They are outlets for the coming mammoth product of the Canadian west.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Pig Lead—Declined to $4.40 to $4.50.
Pig Iron—Clarence, No. 1, $18.50.
Carriage Bolts — New discount on 7-16 and larger.

TORONTO.

Solder—Declined 1 cent.
Turpentine—Declined 3 cents.
Castor Oil—Advanced 1 cent.
Ingot Tin—Declined 1 cent.
Old Copper Wire—Declined ½ cent.
Old Light Copper—Declined ¼ cent.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 29, 1906.

Midsummer weather has as yet made no difference in the volume of business being done by the Montreal hardware jobbers. Throughout the country hardwaremen seem to be doing a fine trade.

Prices are all very firmly held in every branch of the trade. The new discount lists recently issued by the rolling mills on bolts have slightly altered the situation of carriage bolts, size 7-16 in. and larger. On these goods the discount to hardware dealers is 55 and 10 per cent., with the customary change for carriage makers. It will be seen that these quotations mark an advance on the old discounts.

AXES—Sales are fair. Prices are being steadily maintained as follows: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—The usual trade for the season is shown. We are quoting: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS — Turn-over is satisfactory, with no special feature to mark the trade. Our price is $4.25 for cold blast.

RIVETS AND BURRS—No change in price is recorded, though stocks are said to be light. We still quote the following discounts: Best iron, rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Orders are lively. Prices are unchanged, as follows: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—There are many good orders for this line coming in. We quote the following discounts: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—The recent advance in bolts 7-16 and larger has held steadily. Our prices are to the carriage-making trade, and hardware dealers obtain an extra 10 per cent. discount from these figures. We quote: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—The discounts generally ruling are as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Sales have been large for some time past, though it can scarcely be said that trade conditions are satisfactory. The nominal price remains at $2.05 per keg f.o.b. Montreal.

CUT NAILS—Business is featureless, with the current price stationary at $2.20 per keg f.o.b. Montreal.

HORSESHOES—No change in the situation has been noticed. Business is heavy and prices remain firm. We quote: P.B. new pattern, base price, $3.50 per 100 lbs.; M.R.M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes 25c. per 100 lbs. extra.

SPORTING GOODS—Guns and ammunition are now in great demand. All other lines are also experiencing a good inquiry.

BUILDING PAPER — Manufacturers and jobbers report that there has been no very decided change in conditions. Prices are the same as for some time past.

CEMENT AND FIREBRICK — Prospects for a continued heavy trade are of the brightest. There is no sign of a let-up in the very large demand now shown. We still give the following prices: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lafarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—Business is fair. Prices remain as follows: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—Good sorting orders are now appearing in every mail, showing that retail merchants have had no trouble in getting rid of their stocks. We still quote: American Twin, 2 quart, $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—This is another line which is a steady seller just now. We quote $1.45 per hundred square feet.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 29, 1906.

There is nothing new in the market conditions this week. All prices remain the same as previous quotations, and an unusually good business for this time of year, when there is ordinarily a slackness felt, is being done.

Harvest tools are the principal deliveries at present, but all goods that are required with the advance of the season or the hot weather are moving freely.

Sorting orders never were better, which is a good indication of trade conditions throughout the province.

AXES AND HANDLES—Trade conditions normal, with no price changes.

CUTLERY AND SILVERWARE — The largest business in many years has been done during June.

SPORTING GOODS — Baseball and lacrosse goods and fishing tackle continue in good demand, and guns, ammunition, etc., are selling well.

SCREEN DOORS AND WINDOWS — An increasing trade is experienced in screen doors and windows, as the season advances.

HAMMOCKS—The hot weather has created a large sale of these goods. A better class of hammock than usual is being asked for, and manufacturers are kept busy getting out stock.

LAWN MOWERS — Lawn mowers continue to sell well. Some jobbing houses report being nearly depleted.

LAWN HOSE—The hot weather has greatly increased sales in all garden sizes.

REFRIGERATORS AND FREEZ-

ERS—A big business is reported in these lines, particularly the former, for family use.

WASHING MACHINES—This is a line that shows a wonderful increase this year.

CHAIN—We quote as follows : 1 inch, $6.60; 5-6 inch, $4.55; ⅞ inch, $3.95; 7-16 inch, $3.80; ½ inch, $3.65; 9-16 inch, $3.55; ⅝ inch, $3.45; ¾ inch, $3.35.

EXTENSION AND STEP LADDERS —Prices continue as follows : Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot, for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—Sales are reported large. We quote : 2-in. mesh, 19 w.g., discount 55 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE — We quote : $2.17½ f.o.b. Cleveland.

BARB WIRE — Prices remain the same. We quote : On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues, with the usual business. We quote : $2.05 base.

CUT NAILS—We quote : $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSE SHOES — Our quotations continue as follows : P. B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

RIVETS AND BURRS—As yet prices remain the same but very firm, with no heavy stocks.

SCREWS—We quote : On gimlet point 70 and 5 per cent. off ; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Prices are held firm at the recent advance. We quote : 55 and 10 per cent. off list.

CEMENT — We quote : For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIRE BRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27½c. to 35c.

HIDES AND WOOL—Prices have advanced ½c., not because of market conditions, but because buyers are competing for the goods.

Hides, inspected, steers, No. 1	0 12½
" " " No. 2	0 11½
" " cows, No. 1	0 12½
" " " No. 2	0 11½
Country hides, flat, per lb., cured	0 11
Calf skins, No. 1, city	0 14
" No. 1, country	0 13
Sheep skins	1 50 1 85
Lamb skins	0 40
Horse hides, No. 1	3 15 3 60
Rendered tallow, per lb.	0 04½ 0 05½
Pulled wools, super, per lb.	0 25
" " extra "	0 27
Wool, unwashed fleece	0 17 0 18
" washed fleece	0 27

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 29, 1906.

Although our price for ingot tin shows the same figures as in our report of a week ago, there have been several fluctuations since that time. Down, up, down, and up again is the record, and at the present time it is a difficult proposition to quote any definite price which will hold good until it can get into print. And so the majority of the large dealers still prefer to quote nominal prices and deal with individual orders solely on their merits. Speaking generally, the tone of the market is now somewhat weaker.

A big business is being done in pig lead, which is perhaps due to the lower prices quoted this week. The present situation would not indicate that any further decline is an immediate possibility.

Spelter and copper are very firm at unchanged prices. In both of these metals a strong demand exists and from all appearances there is as yet no sign of relief from the shortage reported some few weeks ago. The tendency in these metals is undoubtedly upward.

Antimony is on the same footing as last week. Montreal dealers state that there is a brisk demand and they have no difficulty in obtaining the price asked, high though it may seem.

All sheet metals are very strong just now. Montreal merchants who are Canadian agents for the largest foreign manufacturers, state that their mills are all exceedingly busy, and have orders booked away ahead.

Pig iron is quiet this week. Of course, there are fair quantities going out, and prices are steady, but no large bookings are being made at this season. It is to be expected that for the next month few large orders for immediate shipment will be received.

COPPER—The firmness of the market is rendered more acute by the scarcity of supplies in first hands. We still quote: Ingot copper, 21c. to 21 1-2c.; sheet copper, base sizes, 25c.

INGOT TIN—Prices are still nominal, jobbers dealing with orders according to their size and the price ruling at the moment. Fluctuations are numerous. We are quoting tentatively, 44 1-2c. to 45c. per lb.

INGOT ZINC—The price as advanced last week, is very firm, and stocks are light. We quote: 7 1-4c. to 7 1-2c. per pound.

ANTIMONY—Dealers here are still selling at last week's figures and are receiving numerous orders. We quote 30c per pound.

PIG LEAD—The market this week is easier in spite of an active inquiry. We now report a decline of 5c. per hundred pounds. Our quotation now is $4.40 to $4.50 per hundred pounds.

PIG IRON—Inquiries this week are rather light. We give the following prices:

"Dom.," No. 1, $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	21 00	"	"
Clarence No. 1	18.50	"	"
" No. 3	18.00	"	"
Cleveland No. 1	18.25	"	"

BOILER TUBES—We quote : British and American tubes, 1 1-2 inch, 8 1-2c.; 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch, 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our prices are unchanged : Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c. ; Jowitt's Diamond J., 6 1-4c. to 7c.; Jowitt's Best. 11c. to 11 1-2c.

MERCHANT STEEL—Trade is good in nearly all lines. Prices remain as follows : Sleigh shoe, $2.17½ ; tire, $2.27½ ; spring, $2.75; toecalk, $2.82 1-2; machinery iron finish, $2.27 1-2; ruled machinery steel, $2.75; mild, $2.17 1-2 and upwards; square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—We are still quoting: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78 ; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON— In common with all sheet metals this line is showing great strength. The demand is large and mills are heavily booked with orders. We give the following prices: Queen's Head, 28 gauge, $4.35 to $4.60 ; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge. $3.35; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—The market is very firm. We quote: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—An active inquiry is being maintained. Prices are steadily held. We quote: 52's, $2.60; 60's $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—Large sales are reported. Our prices remain: Cokes, base size, 1C 14x20, $4; charcoal, base size, 1C, 14x20, $4.25.

TERNE PLATES—We are still quoting $6.85.

SHEET ZINC—Quotations, as advanced last week, are now very steady and there is a big demand. We quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD— The decline in pig lead has not yet affected this line. Demand is good and we quote: 2 1-2 lbs., 5½c. by the roll; 3 lbs. and heavier, 5¼c. by the roll; small quantities, 25c. per hundred lbs. extra.

BAR IRON—Trade is brisk, the price being steady at $2.05 f.o.b. Montreal.

OLD MATERIAL— Dealers buying prices are as follows: Copper wire, 15 1-2c.; light copper, 14 1-2c.; heavy red brass, 14 1-2c.; yellow brass, 11 1-2c.; light brass, 7 1-2c.; lead, 3 1-4c.; zinc, 4c.; machinery cast scrap, $13; wrought scrap, $12; stove plate scrap, $10.50 to $11; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7 1-4c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 29, 1906.

Iron on the local and the English markets is decidedly firm, and mills report being well supplied with orders. The effect of the dissolution of the Southern Furnace has resulted in a drop of a dollar in southern iron, but the market is recovering again and as far as home conditions are concerned the drop was not felt.

Ingot tin may be said to be weaker generally, although the usual fluctuation is prevalent. Reports from London express a good opinion of the market, but against this the New York prices for July and August delivery are low. Copper is a trifle easier but still firm, with a limited quantity for sale. Tin plates are unchanged. Galvanized sheets are still active but with no price changes. Old metals remain unchanged with the exception of heavy copper wire which is ½c. lower, and light copper, ¼c. lower.

PIG IRON—Market is still firm and mills have plenty of orders. We quote: Radnor at furnace, $30; Hamilton at furnaces, No. 1, $20.50; No. 2, $20; Londonderry, f.o.b., Toronto, No. 1, $21.50, No. 2, $21; Middleborough, $21.50.

BAR IRON—The good demand keeps up with stocks light. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—The general tone of the market is weaker. An active business continues to be done. Quotations remain steady at about 42c. to 44c. per pound.

TIN PLATES—There is a good demand for plates and we quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS — More activity is developing, the effects of the prevailing high prices not seeming to be felt very much. We quote: 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. Buying is active and quotations 23c. to 24c. per pound.

COPPER—Deliveries are still hard to get but prices are easier a little. Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—Firmer conditions exist, the demand being more active and prices held stronger. We quote $4.50 for imported pig, and bar lead at $5 per 100 lbs.

ZINC SPELTER—The outside market is firm but prices locally remain unchanged. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — The demand is steady and we continue to quote: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4. $20. Terms, 2 per cent. off.

ANTIMONY—A half cent reduction has been made and 28c. is quoted as a result of the easing off.

OLD MATERIAL — Dealers' buying prices are as follows: Heavy copper and wire, 15c. per lb.; light copper, 13½c. per lb.; heavy red brass, 13c. to 14c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8½c. per lb.; tea lead, $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4¼ to 4½c. per lb.; iron, No. 1 wrought, $10.50 to $11; No. 2 wrought, $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel, $5; old rubbers, 7¼c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—Quotations remain as follows: Anthracite in cars at bridges, egg, stove and nut, $5.20; grate, $4.95; pea, $3.50, per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.50; ¾ inch, $2.40; mine run, $2.30; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, June 27, 19 6

PIG IRON—Cleveland warrants are quoted at 50s. 1½d., and Glasgow standard warrants at 49s. 10d., making prices as compared with last week ¼d. higher for Cleveland warrants and 1d. lower for standard warrants.

TIN—Spot tin opened firm at £176 10s., futures at £176, and after sales of 280 tons of spot and 320 tons of futures closed firm at £177 for spot, £176 5s. for futures, making price compared with last week £1 15s. lower on spot, £1 5s. lower on futures.

COPPER—Spot copper opened firm at £51 15s., futures £80 5s., and after sales of 300 tons of spot and 500 tons of futures, closed firm at £81 17s. 6d. for spot, and £81 for futures, making price as compared with last week £2 12s. 6d. lower on spot, and 2s. 6d. lower on futures.

LEAD—The market closed at £16 12s. 6d., making price as compared with last week 2s. 6d. lower.

SPELTER—The market closed at £27 making price as compared with last week 7s. 6d. lower.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, June 28, 1906.

The immediate effect of the dissolution of the southern furnace agreement was the sale of approximately 100,000 tons of southern iron at from $13 to $13.25 Birmingham for No. 2 foundry. With that, however, the force of the movement was apparently spent, and prices promptly advanced to $13.50, which is the prevailing quotation to-day, with little chance of shading. With southern iron at this figure the northern situation is unaffeeted and a generally firmer tone is prevalent. Both Bessemer and basic are exceedingly scarce, 8,000 tons of the former selling for last half at $17.75 valley, and some 15,000 tons of basic for third and fourth quarter at $17. In certain districts the scarcity has extended to foundry irons and a number of interests have advanced quotations sharply, though $16.50 for No. 2 is the prevailing price in the valley. The situation is complicated by the large number of furnaces now out of blast for repairs, as the result of the terrific pace at which they have been driven of late. The new Bessemer plant of the Youngstown Sheet & Tube Co., which will be ready for operation August 1, will require some 35,000 tons of iron per month, but this has been provided for by an arrangement closed with four furnaces about a year ago.

Ore interests report numerous inquiries from furnaces which failed to provide for the unusually heavy requirements of the season, or which are endeavoring to change their mix. Practically no ore is to be had, however, and the furnace which secures relief is fortunate, although shipments are proceeding at an unprecedented rate. The movement for July will doubtless reach 6,000,000 tons.

The scarcity of crude steel continues, and the expected advance of $1 per ton on sheet bars has been announced. It is probable that there will also be an advance on the finished product, although new business at present is not heavy. The contract for cast iron and steel pipe for the new waterworks system of the City of Philadelphia, aggregating over $1,000,000, has been awarded.

Plates have improved in both new contracts and specifications, especially in the Chicago district. The requirements for the two new battleships, on which contracts have been awarded, will be 7,500 tons of plates for each vessel and 3,000 tons of armor plate.

The demand for wire and wire products continues to be very active. Fence makers and other interests have contracted for 100,000 tons and producers are being pressed for delivery.

Coke contracting is proceeding rapidly. The Lackawanna Steel Co. has taken 60,000 tons for the last half, and the Cleveland Furnace Co. has covered requirements.

U. S. IRON AND METAL TRADES.

From the Iron Age, June 28, 1906.

The flow of orders in the finished trade continues very large. No better proof of this can be furnished than the fact that during the first 22 days of the current month the United States Steel Corporation booked orders at the rate of 37,000 tons per day. This compares with 18,600 tons per day during the corresponding period of 1905, thus showing practically double the quantity. The pressure from buyers abroad is particularly noteworthy and foreign markets have been responding. During the week American rail mills have booked 35,000 tons of steel rails, chiefly from Mexican and Japanese roads, and negotiations are pending for further quantities with South America. There is some chance of this work being taken, because it permits of Winter rolling. There is no hope of accepting any of the large Canadian tonnage, part of which has just been placed with local works.

The plate trade has shown increased activity and new work is flowing in from a number of channels. In connection with the Torresdale filter plant of Philadelphia over 100,000 feet of steel pipe has been awarded. The steel for only a part of this, say 6,000 tons, has been provided for under an old arrangement. The balance of the steel plates has not yet been arranged for. The announcement is made that the 48-inch mill of the Cambria Company is now in operation. The movement in sheets is very heavy.

The wire trade is displaying activity, and it is reported that the American Steel & Wire Company will start full operations with the beginning of July.

Steel making pig irons are scarce. The Steel Corporation has secured 10,000 tons for September delivery, but it is not quite certain yet whether any additional tonnage will be available for August. In the east a leading interest has purchased about 10,000 tons of basic pig. We note also the sale of one lot of 5,000 tons of foreign low phosphorus pig at about $23.25, duty paid, Baltimore, for steel founders.

Somewhat conflicting reports are at hand concerning the foundry pig iron situation. So far as can be learned the leading southern furnace interests have sold to a few large founders an aggregate of from 100,000 to 125,000 tons, for early and forward delivery, with some additional large business pending. It is asserted that in some instances a moderate further concession was granted. From all the markets come the report of quite a considerable number of sales of smaller lots of southern iron for fairly prompt delivery, at better figures than those realized on large long time contracts.

The Tennessee and Republic companies announce officially that the system of quoting foundry iron on the Birmingham basis has been abolished and that henceforth prices will be made, delivered, in the different markets in which the iron is sold. In other words, the companies will meet local market conditions, east, west or south, as they exist.

Nova Scotia Trade News.

Halifax, N.S., June 27.

The slack season is now coming on in the hardware trade, and very little business is doing. Prices throughout the list are steady and no changes are noted. Jobbers are now devoting their attention to builders' lines, for which there is a fair demand. Some small sales of haying tools are reported, and there is a fairly good demand for wire screens and wire netting.

The big hardware store of A. M. Bell & Co. it again to the fore with an attractive and novel window display. The principal feature of the display is a modern locomotive constructed entirely of tinware and hardware, is 10 feet long, 5 feet 4 inches high, 3 feet wide and consists of 231 separate pieces. It is wired together, thereby defacing none of the pieces used other than one plate, one cup and a few patty pans, value 14c. One of each article used in construction bears a distinct label which makes it more interesting when viewed. The boiler consists of four round No. 9 wash boilers, the cab of bread boxes, wheels of rubber hose with butter spades for spokes. All minor parts used are to be found in every model kitchen. On front of boiler are to be seen two white and gold flags on which is painted "The Bride's Special," and decorated with white satin bows. On left of locomotive is easel supporting an artistic sign which reads: "We carry everything essential to furnish the new kitchen." The balance of window is occupied with high grade enamelware, etc.

For originality and perfectness this display eclipses anything heretofore attempted in this line hereabouts, and it must be seen to be appreciated. Crowds daily assemble outside of the firm's window, and the only thing that seems necessary about the locomotive is the power to set it in motion. Every detail has been carefully considered, and it is amazing to see how well the different articles suit the purpose. Perhaps the most realistic part is the cow-catcher, which is constructed of pokers.

The engine was designed and constructed by Mr. Stuart Wetmore, the firm's window dresser, and in this, his latest achievement, he has won new laurels.

Mr. Wetmore is going to Newfoundland shortly in the interests of his firm, and if he returns in time he is going to New York to take in the Merchants' Record and Window Dressers' Convention, which will be held in New York on August 6, 7 and 8.

GOOD OFFICE HELP SCARCE.

"We are experiencing the greatest difficulty," said a member of a large Montreal firm of manufacturers' agents, "in securing expert office help. Three men whom we have tried lately gave up in a few days, being quite unable to do the work. Again, when one of our office veterans changed his position some time ago, we had to put two tyros on the same work, and with indifferent success at that."

CHANGE OF NAME.

The Munro Wire Works, New Glasgow, N.S., are about to increase their capital and facilities to handle their growing western trade, and will be known hereafter as Munro Steel & Wire Co.

NEW CONTRACTS.

The James Smart Mfg. Co., Brockville, have been awarded contracts for placing the Kelsey system of warming and ventilating in the Empress Avenue Methodist church, London; public school, Castleton, and the high school at Wingham.

STOVE FOUNDERS IN SESSION.

The Maritime Stove Founders' Association held their regular meeting at Sackville, N.S. W. B. Dixon, president, occupied the chair. There was a full attendance. Matters of general interest to the association were discussed.

A STRANGE ADVENTURE.

They were talking of strange adventures. The big man from the Northwest told of one which astonished his hearers.

"Some years ago," he said, "I was sleighing in the country, and my way lay across a frozen river. I knew the ice was thin, but I was determined to cross. The team scurried over the river under whip, and we were midway between the shores when the ice suddenly gave way, and the sleigh, horses and myself sank to the bottom within a second. However, the speed of the horses was so great that we were carried by the momentum safe upon the other shore, a little wet, to be sure, but not much the worse for that."

The thin, silent man had listened with great interest to the story.

"It is strange," he said, "but the same sort of an accident happened to me. The issue, however, was more tragic."

The big man squinted at the speaker. "And what was the issue?" he asked, suspiciously.

"Well, I was drowned," said the thin man, seriously.

TENNIS.

Tennis was first played in the early part of the sixteenth century in England and France. Matches for considerable wagers were frequently held, and rather than give up the game many men played for parts of their wearing apparel after their money was gone.

In England, toward the last of that century, covered tennis courts were erected, and nearly all the nobility played, including the women. Henry VII was a devoted follower of tennis, and Henry VIII was also fascinated by the sport.

The first royal tennis match was played between this monarch, with the Emperor Maximilian for a partner, against the Prince of Orange and the Marquis de Brandenborow. Charles II was the first person to adopt a tennis costume.

Hardware and Metal Conditions in Manitoba.

Market quotations corrected by telegraph up to 12 a.m. Friday, June 29, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

PRICE CHANGES—

Turpentine—Reduced 10c. per gallon.

All staple building lines are in sharp demand at present from both city and country trade. Prices are steady, the only change of importance being a decline in turpentine.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE—Retail competition is still reported as being very keen. Jobbing prices are steady. We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—Revised list and discounts are now as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅜, $4.60; ½, $4.30; ⅝, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—The list on "Irwin" auger bits is now the same as on common bits. Discount on "Irwin" is 47½ per cent., and on the common bits 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES — The price is now 1¾c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 p.c.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Price has been reduced ½c. per lb. Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" machines are sold at $13.60.

AMMUNITION, ETC. — We quote as follows: Cartridges, Dominion R.F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33½; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.00; chilled, $7.50; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—We quote: Bar iron (basis), $2.70; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jesson, $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—As noted last week the price has been advanced to $5.25 per cwt. with a reduction of 25c. per cwt. for ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are steady. We quote: Silver Star, per gal., 21½c.; Sunlight, 22½c.; Eocene, 24½c.; Pennoline, 25½c.; Crystal Spray, 24½c.; Silver Light, 22½c.; Gaso-

Good Glue

It pays to use good glue. It's ten to one if you use an inferior brand the glue won't work. And that's where trouble begins for you.

Makes Customers Stick Fast

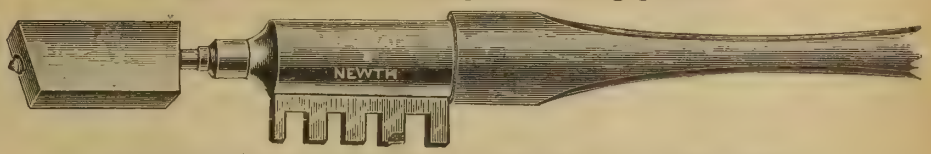
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Arthur P. Tippet & Co.,
Agents,
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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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Hardwaremen who keep in touch with their customers, and our Ceiling, cannot be euchred out of their orders.
But you must have the ceiling in stock if you want to talk business.
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METAL SHINGLE & SIDING CO., Limited

PRESTON, ONTARIO

line, 70-72 (engine), 25½c.; in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —Turpentine has been reduced to 97c. per gallon in barrels. Quotations are: White lead, pure, $7; bladder putty, in bbls., 2½c.; in kegs, 3¾c.; turpentine, pure, in barrels, 97c.; less than barrel lots, 92c.; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75;91 to 95, $17.30.

BRASS WORKERS ON STRIKE.

About sixty brass workers in the employ of the Robert Mitchell Company, Montreal, went on strike early in the week and have not yet returned to work.

The cause of the strike is the refusal of this firm to grant a revision of the wage scale, as requested in a memorandum presented May 1. The chief request is that the minimum wage of brass workers should be twenty-five cents an hour.

The order for the strike was issued by the International Union, and the men besides drawing strike pay from that body are receiving a voluntary contribution of ten per cent. of their earnings from 260 other members of the union in Montreal.

The fight threatens to be a long one, neither party being willing to grant concessions. Secretary Shaw, of the Robert Mitchell Co., stated to a Hardware and Metal representative shortly before our going to press that no steps had been taken towards coming to an understanding by either men or employers.

LEAD WORKS UNDECIDED

Brandram Bros. have not yet decided upon the location of their Canadian plant. The City of Halifax agreed to subsidize the company at the rate of $10,000 per year for ten years, on condition that they should pay out $50,000 annually in wages, and employ 75 hands. This offer the lead company have declined to accept, and unless still further concessions are made by that city, it is probable that the works will yet be located in Montreal, where an option is held on suitable land.

NEW STOCK AND DIE.

M. G. Cornell, jr., New York City, has secured a patent on a new stock and die, one of its purposes being to provide a construction wherein the die is provided with openings in its side edges leading directly to the threaded aperture for reception of the article to be threaded and wherein the socket of the stock receiving the die is provided with corresponding openings, enabling a lubricant to be readily introduced through said openings to the cutting-threads of the die where they are in engagement with the article being threaded.

WINDOW AND INTERIOR DISPLAYS

MONEY VALUE OF WINDOW DISPLAY.

Telling of the value of window display as advertising, an English advertising magazine says:

To appreciate their value you should do a little figuring. How many people pass your place in a day? If the average is ten a minute in the eight busiest hours of the day 4,800 people would pass your window. This number, 4,800, represents what, in newspaper parlance is called "daily circulation." Now, your show window occupies, say, 100 square feet surface, and in it you can display attractively quite a line of goods, changing the display as often as you wish. In a daily newspaper, with an actual circulation of 4,800, 100 square inches (not square feet) would cost approximately £2 per day, and in this space you can put only illustrations of the articles themselves, and, as a rule, the illustrations but imperfectly represent those articles. Now, your window space presents a surface 144 times as great as your £2 newspaper space, has depth, in addition to surface, and in it can be displayed the articles themselves, true to life as to color, size, shape, and everything, and, furthermore, they are seen at the entrance to your establishment, inside of which a salesman stands ready to give additional information and exercise his ability in making a sale. This window space is yours every day and all day, it presents wonderful possibilities as an advertising medium, and it's up to you to get those possibilities out of it. If newspaper space, properly used, is worth its cost (and we are firmly convinced it is) how important it is that so valuable an advertising medium as the show window should not be neglected.

A BRIGHT, ATTRACTIVE WINDOW.

The decoration of show windows, it seems, is looked upon from the standpoint of expense by very many merchants and not from any beneficial results that may accrue; in fact, they have not as yet been convinced that it pays, that it is one of the best advertisements to attract and maintain trade there is, which has been proven time and again by grocers who have made a thorough test of the practice. Neither will they be convinced until they, too, have given the method a like test.

Of course, it is good business to take into account the cash expense of outgoes, but it is equally good business to consider the financial benefits derived from investments, whether it be two dollars or two thousand, and the time expended in arranging a window display is an investment, likewise the stock and fixtures. But the above class of merchants are not yet ready to look at it that way and whatever display they do chance to make is just so much time lost to no object, or at least no more so than sweeping the floor or keeping the stock in place. But those are essentials which facilitate trade; other dealers there are who consider window displays in the same light as hanging up pictures at home or decorating the mantleshelf with evergreens, while others follow the practice simply because the neighboring dealers do so or because it is the custom, losing sight of or ignoring the main count in the transaction, that it is an investment and pays. But the old saying has it that "ignorance is bliss and it is folly to be wise," so we presume this sentiment must be admitted until the dawn of light, yet it is pretty hard medicine to swallow and those who are enlightened have a duty to perform in delivering their fellow-tradesmen from this fallacy.

The up-to-date business man tries to see his store as strangers see it and realizes that a bright business place suggests prosperity while a dismal store gives an impression of a failing business and the desirable customer shuns it as a place not only gloomy but unlikely to be properly stocked.

Notice how the brightest store in the block attracts the attention of the people passing along the street. Even the man in a hurry will unconsciously turn his face toward the bright places along his route, and if he remembers anything at all about the way he has come it is of those cheerful spots that flashed across the sidewalk and attracted his attention.

SITUATION VACANT

EXPERIENCED hardware and stove salesman for British Columbia town; must be energetic and understand the business; apply with reference and last employment; good salary to man who can fill the position; correspondence treated confidentially. Box 538, HARDWARE AND METAL, Toronto. (26)

DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods:—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Rifle Catalogue.

The Birmingham Small Arms Co., of Small Heath, Birmingham, show in their catalogue some very fine rifles and give some valuable hints regarding shooting and sighting. It will be sent upon request.

Asbestos Sad Irons.

The Dover Manufacturing Co., of Canal Dover, Ohio, have a new sad iron catalogue just off the press, which should be in every dealer's hands before selecting a stock. A feature this company makes is the family assortment of irons, in a wooden case, which are constructed to handle all classes of work. A card brings the catalogue.

A Fine Catalogue.

An unusually attractive catalogue is that which Frothingham & Workman, Montreal, have just placed in the hands of the trade, to show their sporting and



Fall goods. The cover is very apt, and is one of the most "fetching" yet published by a Canadian jobbing house. It is in colors, and the striking feature is a watchful fox apparently observing the approach of the hunters.

The catalogue contains 88 copiously illustrated pages, and is printed on heavy book paper. It should be on every hardwareman's desk.

For Tourists and Sportsmen.

The New Brunswick Tourist Association, under the auspices of the St. John Board of Trade, has issued a folder entitled "The Tourist and Sportsman's Paradise," that will be interesting to anyone contemplating a holiday. It is richly illustrated with views of scenic attractions of the Maritime Provinces. From end to end Canada is an ideal holiday land, but the Maritime Provinces think they have the best of it and the people down there like to tell about nature's liberality with them. They have enterprise down by the sea. They believe in publicity and going after business. They want more tourists and Summer visitors and they are going the right way about getting them.

THE "HAYES" PATENT STEEL LATH



NO CRACKED WALLS

NO FALLING PLASTER

Everybody knows that Metallic Lathing is better than wood

Most people know—do you? That of all Metallic Lathing, "HAYES" PATENT gives best results. It requires less mortar, can be applied more quickly and easily, and has greater rigidity than others.

It holds the mortar firmly, is fire, water and vermin-proof, and gives enduring satisfaction. These are some of the reasons why practical builders everywhere commend it.

Let us give you further information. Actual tests and comparisons have proved all these claims.

The METALLIC ROOFING CO., Limited,

WHOLESALE MANUFACTURERS, TORONTO.

Mine Ventilating Fans.

I. Matheson & Co., New Glasgow, N.S., have made arrangements with G. M. Capell to manufacture the Capell mine ventilating fan for Canada and invite correspondence from those interested.

Screw-Cutting Tools.

The E. F. Reece Co., of Greenfield, Mass., have published a new catalogue of screw-cutting tools and machinery. It illustrates the very newest in this line of plumbers' and steamfitters' appliances, besides containing useful information on general matters.

NEW BOARD OF TRADE.

A board of trade has been organized at Cupar, Sask., with the following officers: Honorary president, W. R. Motherwell; president, Mr. Thomas Baker; vice-president, Mr. W. J. Swaisland; secretary-treasurer, Mr. John Hubbs, jr.; executive, Mr. J. C. McLaughlin, Dr. Stewart, Mr. L. E. Ellis, Mr. T. J. Shore and Mr. C. B. Smith.

BUSINESS SHORT CUTS.

An article entitled "Goods Wanted Records," which has been favorably commented upon, appeared in Hardware and Metal of March 24. It was originally published in "Business Short Cuts," a book published by the Bookkeeper Publishing Co. Detroit, Mich., and readers who desire to secure the balance of the series can do so from the above named company.

FOUNDRY AND METAL INDUSTRIES

The C.P.R. will erect a steel train shed at Winnipeg.

The output of the Rossland mines so far this year has exceeded 150,000 tons.

The Crucible Steel Casting Company have surrendered their charter and are now dissolved.

The Dominion Steel Company's works at Blue Bonnets will be enlarged to the extent of $60,000.

Brantford City Council have decided on a fixed assessment of $12,000 for the Brantford Screw Company.

Glace Bay, C.B., offers for sale the machinery of its electric plant. A new and larger plant will be installed.

The shareholders of the Canadian Westinghouse Company have approved of the proposed increase of capital stock from $2,500,000 to $5,000,000.

Finnie & Maclaren are at the head of a company who will build a foundry and machine works at Ottawa. They have purchased property and will build at once.

K. Nakamura, of Osaka, Japan, has been looking over the nickel mines in New Ontario with a view to directing some of the output to Japanese markets.

The net earnings of the Lake Superior Corporation for the fiscal year ending June 30, 1906, will be $1,100,000. They are now producing from 600 to 650 tons of steel rails daily.

The Dominion Steel report shows a surplus for the year of over $600,000. They received a similar amount in bonuses, but will receive less this year, the bonus being reduced.

G. B. Dennis, of Spokane, and others closed negotiations for the purchase of twenty mining claims in the Boundary country, B.C., for $225,000. Development work will go on at once.

It is said that the Dominion Iron & Steel Company is to get 33,000 tons of the National Transcontinental order for steel rails, and the Lake Superior Company 32,000 tons at $35 per ton.

The Canadian Iron & Foundry Company entertained prominent citizens of Fort William at a banquet in that place. The company heads expressed themselves as well pleased with their prospects.

The Dominion Iron & Steel Company have secured a contract for 50,000 tons of 60-pound steel rails from Mackenzie, Mann & Company. This is the largest single contract ever secured by this company.

In the annual report of the Dominion Iron & Steel Company the statement was made that the company were preparing to erect a furnace similar to that used in the production of Bessemer steel, for the preliminary treatment of pig iron.

MAY DEPORT CANADIANS.

The Hoopeston Horse Nail Company, of Hoopeston, Ill., are charged with importing three Canadian workmen in violation of the United States immigration laws. Their defence will be that they could not find suitable men in the States to operate certain new machinery for the manufacture of horse nails. The Canadians came from St. John, N.B.

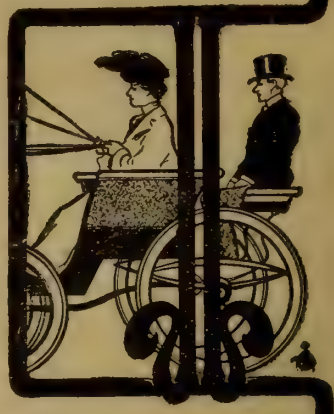
A Seasonable Specialty for the Dealer



SHERWIN-WILLIAMS

BUGGY PAINT

ESPECIALLY DESIGNED FOR BRIGHTENING UP OLD VEHICLES



For the dealer who has a demand for good buggy paint—a paint that is durable and one that will withstand outside exposure and hard wear—*S-W. Buggy Paint* has no equal. It is a varnish gloss paint of the greatest durability and has splendid covering capacity. There are eight attractive colors, all sharp, clean and bright. It comes ready for use in convenient sized packages and is a ready seller.

S-W. Buggy Paint is good, too, for porch and lawn furniture, and many dealers have built up a paying trade on this point alone.

We have strong advertising helps to introduce it to your trade and create a demand. Write us about this profitable specialty.

THE SHERWIN-WILLIAMS CO., PAINT AND VARNISH MAKERS

Canadian Headquarters and Plant: 639 Centre St , Montreal, Que.
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.

1630

DOMINION IRON & STEEL CO. MAY MAKE NAILS.

The Dominion Iron & Steel Company are said to be contemplating the manufacture of nails and wire fencing at Sydney, N.S. The market for steel rods has been insufficient to keep the rod mill in steady operation and the new branches are to supplant the rods to some extent.

TO WRITE ON METALS.

To write on iron, steel, silver or gold mix together 1 oz. muriatic acid and ½ oz. nitric acid and use as follows:

Cover the place on which you wish to write with melted beeswax; when the beeswax is cold write the name or words plainly with a file point or an etching needle, carrying it through the wax and cleaning all the wax out of the letter. Then apply the mixed acids with a feather, carefully filling each letter. Let the acid remain for from one to ten minutes, according to the appearance desired; then put on some water, which will dilute the acid and stop the process. Either of the acids separately would cut iron or steel, but it requires the mixture to take hold of gold or silver. After the acids are washed off it is well to apply a little oil.

When a customer comes in and asks for the special bargain you are offering in your window don't forget you have it there and look blank. Impress upon him the fact that it is a real bargain.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT

"DOMINION"

The hall mark of quality on

Bar and Hoop Iron
Polished Steel Sheets
Polished Canada Plates
Charcoal Tin Plates

A. C. LESLIE & CO.
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

CANADA SMELTING CO.
Limited

STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

GET PRICES FOR
GILBERTSON'S
COMET
Brand
GALVANIZED FLAT SHEETS

for any purpose where the best is needed. Wide awake jobbers handle this brand. They are well galvanized, true to gauge and especially soft for working up purposes. Every sheet bears the name "Gilbertson." That is a guarantee.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

TURPENTINE OPERATORS ORGANIZE.

Fifty prominent turpentine manufacturers of Florida, Alabama and Mississippi, met at Mobile, Alabama, a few days ago and completed the organization of the Southern Turpentine Operators' Association. They will extend their work and influence to all other turp producing states as soon as possible, but for the present will have their centre at Mobile.

WILL NOT GO TO HALIFAX.

The Halifax City Council have received a letter from the Brandram-Henderson Co., stating that they cannot agree to the stipulations imposed by the civic committee in regard to manufacturing white lead in Halifax. The city agreed to subsidize the company at the rate of $10,000 a year for ten years, provided they employed 75 men and paid annually $50,000 in wages.

READY MIXED VS. SHOP MIXED.

There is a professional prejudice against ready-mixed paints, while there is a decided popular opinion favorable to them, says the National Builder. It is easier to account for the latter than the former. The public judges by results, the professional man, too often, from theoretical grounds or from precedent.

On the face of the matter the probabilities are all in favor of ready-mixed paint and against the shop-mixed product. The former is the result of accumulated and multiplied experience fortified by technical knowledge; the latter, a product of tradition, inexact methods and necessary ignorance of technical conditions. As a class, painters are resolutely opposed to the use of these modern factory products. In some cities the local associations have adopted resolutions binding themselves mutually not to apply them. Is it a spirit of philanthrophy or of scrupulous probity that prompts such extremes? Perhaps so, but such a conclusion is open to suspicion.

As a matter of simple fact, this widespread opposition is prompted by two considerations — first, the assumption that the convenience and comparative cheapness of ready-mixed paints will deprive the painter of his profit on part of the materials used in painting and on the labor employed in mixing them; and second, the less excusable opposition to any material that lasts too long and thus defers repainting. The last mentioned motive probably prevails to a far less extent than the first.

In the country and the country towns of 1,000 inhabitants or fewer, probably two gallons of ready-mixed paint are used to one gallon of shop-mixed; in cities of 5,000 inhabitants and upwards shop-mixed products are the rule. The reason for this disparity is found in the fact that in the city the architect rules the specification and the painter (or what amounts to the same thing, painters' tradition) rules the architect.

Note the sweeping condemnation of the painters' associations, embracing in one category of denunciation every mixed paint of every type and kind. Painters who openly boast of their superior success with certain proportions, let us say of zinc and lead, crudely combined in a paint bucket, condemn among mixed paints precisely the same formula ground to uniformity in a paint mill with oil and driers that are necessarily above suspicion; whereas the oil and driers bought by the painter in the open market are generally open to question.

Paint, no matter what its character or composition, will sometimes fail inexplicably. This is true of hand-mixed lead and oil as well as of the most approved brands of ready-mixed paints; but the records of actual service—not isolated records, but the mass of experience all over the country—will show a far higher average of durability (and consequently of economy) for the better grades of ready-mixed paint than for shop-mixed paint. Moreover, the painter who without evidence of data condemns any ready-mixed paint, simply because it is ready-mixed, is an irresponsible and unsafe adviser.

TURPENTINE FOR JAPAN.

An inquiry from British Columbia to the Canadian commercial agent in Yokohama, Japan, regarding turpentine, has brought the answer that comparatively little turpentine is used in Japan, as the Japanese do not paint their houses. The market is growing, however, and last year 27,648 gallons were imported, most of which came from New York. The answer to the correspondent states that if the right quality could be brought over at about 75c. per gallon, c.i.f. Japan ports, some market might be found.

A hardware dealer in Kansas is making a run on refrigerators and advertises free ice with every one sold. With a $50 refrigerator the buyer gets 2,500 pounds of ice and with cheaper ones smaller amounts are given, down to 250 pounds, which is given with a $7.50 refrigerator.



Nothing better can be made for beautifying or preserving shingles than our

M. L. Creosote Shingle Stains

We have a good range of shades and make special colors to order.

SEND FOR SLATS SHOWING COLORS

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA.

Quality is Boss of Our Factory

You dealers know this as well as we do. If you have let the fact slip your memory, the best way to re-learn it is to get the goods. Just now some of your customers are asking for a first-class Piano Varnish. We put up an excellent line of

Piano, Organ and Cabinet Varnishes

These Varnishes are known for their beautiful effects. In your store they would be the means of sending in much business.

EIGHT COLORS ALL QUANTITIES

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

AN AID TO CLEANLINESS

Kitchen floors are hard to keep clean when covered with the ordinary **floor paints,** which accumulate dirt, and rub off when washed.

JAMIESON'S Floor Enamels

dry very hard, in a short time, and leave a gloss which prevents the collection of dirt. They wear like iron, and are not affected by washing.

These are sure business-getters. Made in all the popular colors

BY

R. C. JAMIESON & CO.
LIMITED
MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

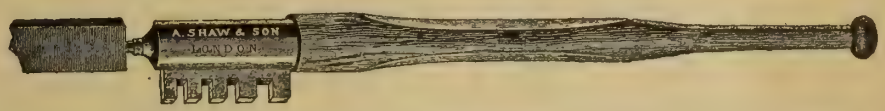
Raw Linseed
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Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

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FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent
GODFREY S. PELTON
201 & 202 CORISTINE BUILDING, MONTREAL

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlliug circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained ty addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

The
Brandram
Secret

If the secret of corroding and refining

BRANDRAM'S
B. B. GENUINE
WHITE LEAD

had not been carefully guarded, no doubt there would be numerous White Leads very closely resembling it both in appearance and quality.

By confining this knowledge, however, to not more than one or two confidential employees in each generation, it has been found possible to preserve the discovery to its owners.

This explains why practical painters are willing to pay an extra price for **Brandram's,** and it is also the reason why

ANCHOR
and
ENGLISH LIQUID
HOUSE PAINTS

in which the only White Lead used is Brandram's B. B. Genuine, are the Best Ready Mixed Paints sold in the Canadian Market.

HENDERSON & POTTS
LIMITED, HALIFAX, N. S.
ST. JOHN, N. B.

HENDERSON & POTTS
CO., LIMITED, MONTREAL
WINNIPEG

MARSHALL-WELLS CO. - Winnipeg
Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 29, 1906.

After last week's many changes in price the situation since our last report has not furnished any sensations. Quotations have all held very steadily, the recent drop in turpentine and linseed oil having left those articles with a firmer tone than they have exhibited for some time.

Business is keeping up in a remarkable manner, all the big paint manufacturers here being deluged with orders.

TURPENTINE — Single barrels, 86c. per gallon; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

LINSEED OIL—Raw, 1 to 4 barrels, 54c.; 5 to 9 barrels, 53c.; boiled, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c.

GROUND WHITE LEAD — We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC—Our prices are: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD — Prices are firmly held as follows: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC — We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—We quote the following prices, which are subject to withdrawal or change: Barrels, 600 lbs., 19¼c. per lb.; kegs, 250 lbs., 19½c. per lb.; 50-lb. drums, 20c. per lb.; 25-lb. drums, 20½c. per lb.; 1-lb. pkts., 100 lbs. in case, 21c. per lb.; 1-lb. pkts., 50 lbs. in case, 21c. per lb.; ½-lb. pkts., 100 lbs. in case, 23c. per lb.; 1-lb. tins, 100 lbs. in case, 22c. per lb. Terms 2 per cent. 30 days.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at 24c. in bbls.

WINDOW GLASS—We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break, 50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25; second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, June 29, 1906.

Turpentine shows a further decline of three cents this week, although it cannot be said to have been looked for. The market has been uncertain for some weeks past, conflicting reports coming from the primary markets as to the yield.

Linseed oil is about the same as last quotations. American seed has gone across the water in large quantities lately but at present the foreign demand is not a factor. Stocks of seed are still large, and the new crop gives appearance of being heavy, so that a weakness in price would not be surprising.

The weather during the last few days has been very conducive to the breeding of potato bugs, and it is said that there will be a demand for paris green shortly that will be hard to meet.

Business has never been better than during this month, and the prospects are for a continuance of the same.

WHITE LEAD— Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2c.; No. 2,



We Blow Again

That Dealers May Know About

"ARK BRAND" Inside Gloss Paints

A High-Class Enamel at Mixed Paint Prices. A Money-Maker for You. A Money-Saver for Your Customers.

These paints are MORE DURABLE than Enamel and WILL NOT crack. They are sanitary, non-poisonous, sharp, clear and permanent, and are not affected by fumes or gases. We feel confident that your customers will readily recognize their true merits.

Put up in cans from ½ pints to gallons, in ten artistic tints, also white and black.

WE SPECIALLY RECOMMEND THIS LINE. Send along for a sample case assorted.

☞Do you stock "Ark Brand" Floor Paints? These lines will overcome your troubles.

THE FRANCIS-FROST Co. LIMITED
TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

Ramsay's Creosote Stains

Sometimes you are asked for Creosote Shingle Stains. Are you ready for the trade? Look at our sample slats, and look at our prices.

Ramsay's Creosote Shingle Stains are away below imported goods and away up in quality. This is becoming a popular line. With Ramsay's prices, and Ramsay's quality, popularity will increase. Let us send you our samples and prices. It will mean information and business for you.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

SOME ACT QUICKLY SOME PROFIT QUICKLY

There's a class of dealer who is thoroughly alive to the varnish, stain and shellac situation. He always comes out right, because he acts on reason, not impulse.

We want this class of dealer to think about

Brant-Lac
Brantine Oil Finish
Turpentine Shellac

The Triumphant Trio.

A—good—long—think, then an order!

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.

BOAT BUILDERS and BOAT OWNERS

should proceed without delay to the nearest Hardware or Paint Dealer and ask for the **CANADA PAINT COMPANY'S** Boat and Yacht Specialties.

Aird-Felch Boat Composition

Munro's Canadian Copper Paint

Amberite Pale Copal Spar Varnish

are all made by the **CANADA PAINT COMPANY,** and sold in cans only—never in bulk.

Marine Paint, Varnish and Enamels for every description of craft from a Canoe to a Battleship are manufactured by this Company.

Also Paints to paint BABY CARRIAGES or AUTOMOBILES.

Look for the following name upon the label:

THE CANADA PAINT COMPANY LIMITED

$5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., —$5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN— Canadian Government standard, 600-lb. barrels, 19 1-4c.; 20c.; 25-lb. drums, 20 1-2c.; 1lb. packages, 21c.; 1-2 lb. packages, 23c.

SHELLAC VARNISH— Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange), $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 55c.; boiled, 1 to 4 barrels, 59c.; 5 to 9 barrels, 57c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels 87c., 2 to 4 barrels 86c., f.o.b. point of shipment, net 30 days. Less than barrels, 92c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS— Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 9½c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.38; Pennsylvania, $1.64; Ohio, 98c.

It is a good policy to leave a few things unsaid.

The time for fruit preserving approaches. It's not too early to think about preserving kettles and other utensils.

PREVENT LEAD POISONING.

This subject has been often spoken of and is one which, practically speaking, is of the greatest importance to the worker in the manufacture of paint and its uses. How carelessly is the advice of the physician heeded by painters, plumbers, and all those exposed to the danger of lead or arsenic poisoning? remarks a writer in the Painter and Decorator. How many have gone to their last home with the verdict of peritonitis, inflammation of the bowels, or appendicitis, when in reality it was very often a case of lead poisoning?

The word for painters to remember is "asepsis," or in other words, a condition of absolute cleanliness; it is better to take time to clean your hands than to allow yourself to swallow deadly poisons. The inhalation of lead fumes is poisonous, but not any more so than the contact of the human skin with red lead, white lead, chrome oxide and turps. The continued use of turpentine will stiffen the articulations of the bones and eventually produce paralysis. The primitive signs of lead poisoning are constipation, deranged appetite, general lack of ambition and vigor. The signs of a well developed case are wrist drop, loss of power in the wrist and fingers, headache, accompanied with fever, a dark blue line at the margin of the gums.

Persons coming in daily contact with lead in any way ought to abstain from tobacco and alcoholic beverages of all kinds. Milk can be used ad libitum. The bowels must be kept open. Castor oil is a valuable remedy, but other laxatives will do, such as the elixir of cascara. A tablespoonful of olive oil before retiring is of utmost benefit to the stomach and bowels.

Alum is an efficient remedy for the colic. Take a pint of boiling milk and add 90 grains of "powdered alum." The addition of the alum will curdle the milk. Remove the curd and sweeten with sugar. Give a wine glass full every hour. The constant use of iodide of potassium is the only cure and preventive of lead poisoning. It is easily eliminated from the system; is an excellent diuretic, keeping the bladder in condition, thereby counteracting the formation of uric acid in the blood and warding off all forms of rheumatism.

The following is a harmless and efficient dose of iodide preparation: Take one ounce of potassium iodide to four ounces of water, carry same with you, and with a pipette take ten drops in a little water three times daily. In dangerous cases 30 drops of the saturated solution may be given three times daily.

THE BISCHOF WHITE LEAD PROCESS.

Another new method of manufacturing white lead is in operation in Brimsdown, near London, Eng., which is said to take only forty-eight hours to convert pig lead into white lead. The process was patented by Gustav Bischof, and was slowly developed from laboratory experiments by trial upon a small manufacturing scale until a satisfactory product as regards color and covering qualities was obtained. The method has been found so successful that the Brimsdown Lead Co. have

taken the matter up and have erected a 20-ton per day plant.

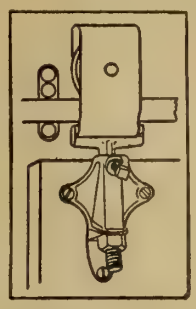
The initial operation is to convert the metallic lead into litharge by the usual plan of heating in an oxidizing atmosphere. The litharge is then ground and converted into sub-oxide of lead by heating to 300 degrees C. in a current of water gas. The gas, in order to exclude deleterious sulphur compounds, is made by passing steam through heated charcoal. The ground litharge is carried by dust-proof conveyors to the top of the reducers, and the sub-oxide escapes below. The sub-oxide is transferred to a mixing mill, where it is moistened with water and continuously stirred until oxidation and hydration have taken place. This hydrated oxide is charged into a vessel containing a weak solution of lead acetate, and is there converted into a basic lead carbonate or white lead. The bulk of the acetate solution is drained off and used again, and the remaining traces are washed out of the lead with water. When the white lead is mixed with linseed oil the water is, as a result, separated, and the oil paste is packed into casks.

It is said that this lead has a covering capacity of a proportionate value of 14 to 10 as compared with lead produced by the old systems, and chemically is the same.

The Brimsdown Lead Co. have used the Bischof process for two years, and believe they have sufficiently demonstrated the new method as to warrant them going into the manufacture on a large scale.

ADJUSTABLE DOOR HANGER.

The new barn door hanger shown in the accompanying cut may be adjusted both vertically and laterally, by means of the nut at the bottom and the set screw at the middle. If the door sticks at the bottom the nut is tightened, and if it binds on one side the set screw is either tightened or loosened, depending on which side binds.



Adjustable Door Hanger.

POWER SPRAYER.

A new and effective form of power sprayer outfit is now ready for sale. It consists of a double acting sprayer, with a Deyo air cooled gasoline engine. The rapidly revolving fan on the side of the engine cylinder forces a current of air about the radiating flanges of the cylinders, keeping them cool. This does away with the circulating tank, simplifies the mechanism, removes danger of freezing in cold weather and reduces weight. The engine is very simple, requiring no engineer to run it, and when not required for spraying can be detached from the pump by removing one bolt from the driving gear. It can then be used for a variety of purposes about the farm. The gasoline tank is in the base of the engine and requires from one to two gallons per day to run the machine continuously, according to the size of the engine selected. The outfit is said to be of ample capacity for eight nozzles, maintaining a pressure of 125 pounds. It is fitted with a 200-pound pressure gauge and a relief valve that can be adjusted for any pressure.

OPPORTUNITY.

There's a moment that comes 'twixt too soon and too late,
And to miss it is almost a crime;
Yet how many there are, and they blame it to fate,
Who are never exactly on time,
It is then opportunity, almost in sight,
Glides away and returns not again;
None to blame but ourselves for the vanished delight
That we seek for hereafter in vain.
Be alert for its coming, nor let it pass by—
Be awake when the moment arrives!
Opportunity comes only once ere we die;
'Tis the turning point of our lives

TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

BERRY BROTHERS, Limited

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed
Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Arden, Man., residents will build a $10,000 hotel.

The Winnipeg Icelandic lodges will build a hall.

Vegreville, Alta., will build a hospital to cost $6,000.

The Y.M.C.A., Edmonton, will build a $60,000 building.

Mayor Buscombe, of Vancouver, will build a business block.

Fraser, Fraser & Co., of Truro, N.S., will build a large store.

La Banque Nationale will open a branch at St. Raymond, Que.

The Standard Bank of Canada will open an office at Lindsay, Ont.

S. H. & W. H. Edwards, of Colborne, Ont., will build an opera house.

Buntin, Gillies & Co., will build a four-storey block in Hamilton.

Fort William has issued permits to the extent of $260,000 this year.

McClure's Magazine publishers will build a printing house in Montreal.

A large hotel will be built at Port Arthur, it is said, by the C.P.R.

The Royal Bank of Canada will build a five-storey block at St. John, N.B.

Osler, Hammond & Nanton will erect a $200,000 office building in Winnipeg.

St. Cyprian's congregation, of Toronto, will build a church to cost $16,000.

The Queen's Hotel at Prince Albert will be remodeled to the extent of $4,000.

Bathurst Street Methodist Church, Toronto, will build a $20,000 Sunday school.

Additions costing $145,000 will be made to the Miserecordia Hospital at Winnipeg.

St. Mary's (Ont.) capitalists are contemplating starting a rubber works in that town.

The Dominion Packing Co., of Charlottetown, P.E.I., asks tenders for its entire plant.

The new hotel to be built by the Castle Hotel Co., at Edmonton, will cost $70,000.

A New York firm is contemplating establishing a pulp mill at Charlton, in New Ontario.

The Peterborough & Chemong Auto Car Co. have been formed, with a capital of $5,000.

The German Cardboard & Photo Mount Co. will build a factory at Peterborough.

The Eastman Cutlery Co. are negotiating with London with a view to establish there.

The Brantford Roofing Co. are installing machinery in their new factory and will be ready to start in a short time.

John McCullough, of Joliet, Mont., is at the head of a company who will build a 1,000-barrel per day flour mill at Vancouver, B.C., which will cost $100,000.

The Canada Machine Telephone Co., who have a competitive franchise in Brantford, have started to install their system.

The new power plant at Winnipeg, it is said, will be able to deliver power at $16.31. At present the market price is $35 per horse-power.

Kenora, Ont., has let contracts to the value of $85,000 to Peterboro and Montreal firms for construction and equipment of their power plant.

The Ottawa Electric Co. and the Ottawa Gas Co. have been consolidated. They will hereafter be operated under one management, but with no change of stock.

Maissonneuve, Que., is having a building boom. Among the larger buildings to be erected are : Viau, Freres & Co., biscuit factory, $250,000; Warden King & Sons, $100,000; new school, $40,000; Bank of Toronto, $30,000; fire station, $25,000; tenement house, $500,000.

Gallagher Iron Mining Co. have been incorporated under Ontario charter, with a capital stock of $500,000, to carry on a general mining and reduction business. The provisional directors are F. P. Sullivan, J. J. Gallagher and F. H. Hughes, with head office at Sault Ste. Marie.

The Portland Cast Stone Co. have been incorporated under Ontario charter, with a capital stock of $40,000, to manufacture and deal in cement, limestone, plaster, etc. The provisional directors are W. F. Colwill, J. T. Colwill and W. W. P. Colwill, with head office at Guelph.

North Ontario Reduction & Refining Co. have been incorporated under Ontario charter, with a capital stock of $500,000, for the purpose of carrying on a general mining and reduction business. The provisional directors are J. A. Young, jr., H. B. Ritchey, J. J. Wright, D. G. Bremner and J. S. Tomlinson, with head office at Toronto.

Thursday of last week was a great day in the building inspector's office in Montreal, as permits for buildings issued aggregated the large sum of $801,000. First on the list was the extension to the Windsor Hotel, the cost of which is estimated at $500,000. The Ecole Polytechnique obtained permission to erect a laboratory of three stories, on St. Denis street, at a cost of $33,000. The Temple Congregational Emmanuel, Drummond street, is erecting a structure of brick and stone with frontage of 72 feet and depth of 175 feet, at a cost of $77,000. The Northern Electric Co. propose to erect a shop on Guy street, two storeys in height, of brick construction, to cost $13,000. A new apartment house on Sherbrooke street is being erected to cost $80,000, and H. Bedard secured permission to build two dwellings on St. Catherine street, at a cost of

$3,000. The day's business in the office was brought to a close by issuing a permit to the Montreal Street Railway Co., for a power house in Hochelage Ward, to cost $95,000.

BUILDING NOTES

N. Deslauriers, Montreal, will build a $6,000 house.

B. J. Strachan, Montreal, will erect a $5,000 home.

Jeremie Duclos, Montreal, will build a $6,000 residence.

George Benwell, of Brantford, will renovate his hotel.

Queen's College, Kingston, will have a new medical building.

A new school will be built in Toronto East, to cost $47,000.

Peterborough will have an isolation hospital to cost $10,000.

Calgary asks for tenders for a normal school to be built of stone.

A new hotel will be built at Claresholm, Sask., to cost $15,000.

Fort William permits have amounted to $250,000 already this year.

Winnipeg will build its nineteenth public school, which will cost $48,000.

J. E. Pepper will build a large addition to his hotel at Swan Lake, Man.

An addition to Huron street school, Brantford, to cost $15,000, will be made.

W. Bentham is erecting an apartment house in Montreal which will cost $80,000.

Pither & Leiser, of Victoria, B.C., will build a four-storey business building to cost $50,000.

Edmonton's building permits this year represent $721,000, which is as much as all last year's.

P. Lyall & Sons have the contract for the new Windsor Hotel, Montreal, which will cost about a half million.

The new Royal Bank of Canada building at Montreal will be of stone, five storeys high, and 40 by 103 feet in size.

Some of the larger residence permits in Winnipeg during the last few days are: M. J. Dalton, $9,000; F. Thorpe, $13,500; D. Fisher, $8,000; W. S. Beecher, $10,000; W. T. Carson, $4,000, and F. Archibald, $4,000.

Some of the recent building permits issued in Port Arthur are: Port Arthur telephone building, $20,000; George Mooring, store building, $16,000; Scandinavian Church of St. Ansgorius, $6,000; D. F. Burk, store building, $8,000; Municipal Baths, $7,000; Alex McComber, residence, $10,000; Algoma Hotel, improvements, $6,500; James Sheppard, residence, $5,000.

A PORTABLE ROTARY HAND-SAW.

A patent has recently been secured on a portable hand-saw with revolving blade. This saw may be used for cutting grooves of any desired depth in places where an ordinary saw cannot be conveniently used, for example, in cutting grooves in window sills for various kinds of weather strips or for cutting grooves in floors at the lower end of a partition. The saw is secured by a nut to the end of an axle which is mounted to turn in a suitable hub. Se-

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

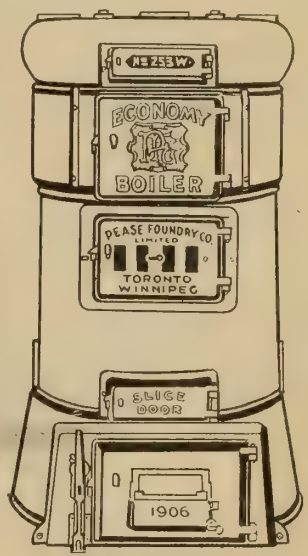
Boiler Beacons

By E. CONOMY.

Signal 2.--The Outlet

After heating water to the **highest** temperature possible, the **aim** is to **deliver** it into the **mains**, thence into the **radiators** at **that** temperature.

Obviously, the **greater** the **facilities** for **permitting water** to **escape without** friction **after** it is **heated**, the **greater** the **efficiency** of the **boiler**.



This Boiler leads them all.

Most direct outlet for water, **largest area** of outlet, **least friction** in connection with outlet are characteristics of the

"Economy"

Hot-Water Boiler

In the "Economy" the **outlet** is from **centre** of boiler, where **water** is **always** the **hottest**.

In **most other** hot-water boilers the **outlet** is from **back of boiler**, where **water** is **always** the **coolest**.

The **difference**, then, between the "**Economy**" **Boiler** and **other** boilers is the **difference** between **Perfect** and **Imperfect** construction. **Which** boiler do you think it will **pay you** to sell?

☞ More "light" will follow.

Pease Foundry Co., Ltd.

TORONTO

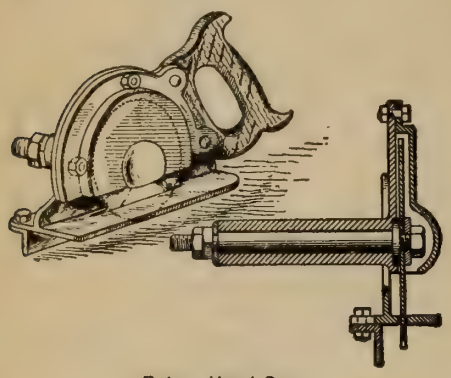
Pease-Waldon Co., Ltd.

WINNIPEG

cured to the hub is a guard which covers the saw. To this guard a handle is attached. The guard is adjustably mounted on a bracket by means of bolts engaging slots therein and thus permitting the saw to be set for the desired depth of cut. As a means for revolving the saw the inventor proposes to use a small electric motor mounted on the device and coupled to the axle.

COMBINATION TOOL.

S. Morkent, Querida, Col., has invented a tool which is especially useful in the construction or repairing of wire fences. It is manipulated as a wire-cutter and hammer and operates in this connection substantially like an ordinary hammer. Used as a screw-driver, the hammer-head operates as a handle to facilitate using of the driver. If leverage is not sufficient the lever of the cutter may be thrown out from the handle and used as a lever to facilitate the turning of the driver.



Rotary Hand Saw.

AN AMUSING LETTER.

The following letter, with only the names changed, was lately received by a firm of bicycle manufacturers from one of their customers in a little village. It reads:

mister t, j, jones and companee
notre dame street
Montreal

Deer sur,—

i receev de bicykel witch i by frum you alrite but for why you dunt send me no sadel. wat is de use of de bicykel when she don have no sadel. I am lose to me my customers sure ting by no having de sadel and dats not very pleasur to me. wat is de matter wid you mr. t, j. jones and companee? Is not my moneys so good like anudder mans? you lose to me my trade and I am very anger for dat and now I tells to you that you are a dam fools and no good mister t. j. jones and companee. I send to you back at wunce your bicykel tomorro for shure becawse you are a dam foolishness peoples.

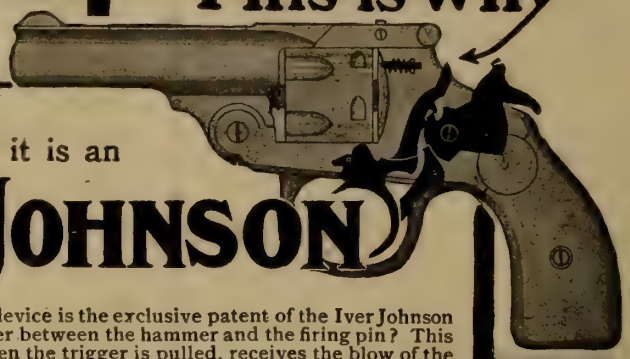
Yours respectfullee
J. B. DENIS.

P.S.—Since I rite this letter I find de sadel in de box; excuse me.

Listen to the man who says things, but believe in the one who does things.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

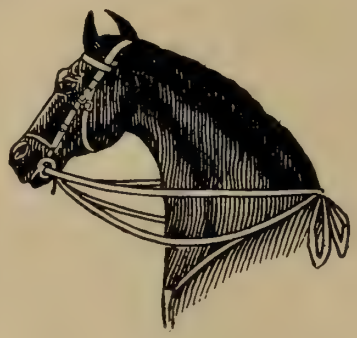
Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.



INCREASE YOUR SALES of

HORSE SHOES

by handling the "M.R.M.." brand. These Shoes are asked for by the leading blacksmiths all over the country on account of the many good features they possess.

MATERIAL they are made from is such that it enables the Shoes to stand severe wear, and at the same time ensures ease of working and proper welding.

SHAPE designed to give the blacksmith the least amount of fitting, as they are correctly proportioned and crease placed and made so as to give proper setting to the nail.

FINISH of our Shoes stamps them at once as a high-grade product.

It pays to handle the Shoe most asked for. Therefore sell "M.R.M."

The Montreal Rolling Mills Co.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading, 2c. a word first insertion; 1c. a word each subsequent insertion.
Contractions count as one word, but five figures (a $1,000) are allowed as one word.
Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

FOR SALE.

$2,500 will buy the stock of stoves and tinware, tools, patterns and raw stock of a live business in the thriving town of Burlington. Apply, Lock Box 113, Burlington. [30]

FOR SALE—In Ontario, large retail hardware business, doing immense trade; grand opportunity; good reasons for selling. Hardware Merchant, care of HARDWARE AND METAL Toronto.

THE largest and best paying hardware business in Western Ontario; stock will inventory $25,000; reasons for selling, owners have other interests. Box 522, HARDWARE AND METAL, Toronto. [26]

SITUATIONS WANTED

IMPLEMENT AND HARDWARE FACTORS, Engineers, etc.—Englishman (35, single) desires berth with either of above; first-class traveller, thorough accountant and office man; accustomed to engineering trades; highest credentials; would be prepared to invest in a small genuine business after trial. Address, Box 537, HARDWARE AND METAL, Toronto. [28]

THOROUGHLY energetic and experienced hardware clerk and bookkeeper, reliable, trustworthy. Competent as branch manager, or any position of trust. "Metals," 29½ Ann street, Toronto. (23)

WANTED—A position as hardware clerk by young man; 4 years' experience; A1 reference. Box 534, HARDWARE AND METAL, Toronto. [24]

WANTED—Position by first-class hardwareman; over 10 years' experience in first-class general and builders' hardware; experienced in plan reading in large American city; best references. Box 535, HARDWARE AND METAL, Toronto.

METAL SHELF BOXES

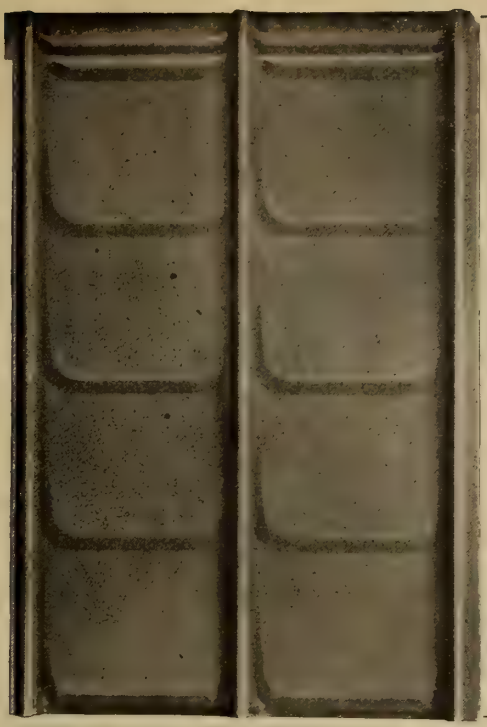
DO you know that your customers are judging your stock by the general appearance of your store? It is absolutety impossible to keep your goods neatly arranged without using some kind of shelf boxes. Our system enables you to keep all goods of one kind together; you always know when your stock is running low, and you never have to tell a customer you are just out of what they want and then find the next day you had plenty in stock. The Bennett Metal Shelf Box has been on the market for years. Some of the best hardware stores in Canada have thrown away their old wooden boxes and put in our up-to-date metal box. Cameron & Campbell, Toronto.

SALESMAN WANTED.

SALESMAN—Strong, active young man, experienced in hardware, stoves and tinware. Must be willing worker and pushing salesman. References; state age and wages. W. A. Hillhouse, Shelburne, Ont. (24)

PARTNERSHIP

WANTED—Partner with sufficient capital to take active interest in large retail hardware business doing a big trade; must be a worker and understand the business. Address, "M," care of HARDWARE AND METAL, Toronto.



HERE IT IS!!
The "Sure-Grip" Shingle

Those who are using it, and the number is increasing by leaps and bounds, claim it's the greatest shingle ever made. Of course they know, because they have tried them all.

Fall in line—don't waste time and energy.

Made in three weights of both painted and galvanized material.

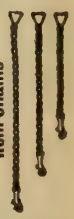
The Galt Art Metal Co., Limited
GALT, ONT.

WESTERN AGENTS
The McCLARY MFG. CO.
WINNIPEG & CALGARY

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS
Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.
MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.



Covert Mfg. Co.
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Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.



Everything for the Painter



THAT'S WHAT *Stephens'* STANDS FOR

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS
"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.
Our extensive advertising creates the demand. Will you supply it?
Our guarantee protects dealer and consumer.
We fill rush orders on day received.
Our big Catalogue is free. Write.
G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

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BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers — Send for 1906 Catalogue



The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — *HAMILTON*

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Genuine **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT

The Acme of Perfection

in Cement Blocks is only attained by using

" LAFARGE "

(Non-Staining) Portland Cement

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Best Grade American

KEENE'S

Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

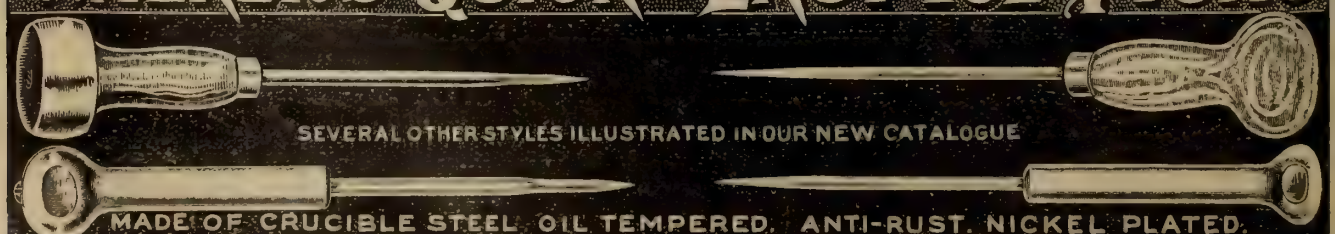
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F. HYDE & CO.

31 WELLINGTON ST.

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WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL, OIL TEMPERED, ANTI-RUST, NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

THE REASON WHY

our business has grown to such large proportions, in a comparatively short time, lies in the fact that we are never satisfied. We are constantly striving to improve our goods and thus add to their sales. It is, therefore, not to be wondered at that

"DOMINION BRAND" ROOFING MATERIALS

are now a recognized standard. We make all kinds of

Tarred Felt Roofing Papers 3-Ply Ready Roofing Coal Tar and Roofing Pitch
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OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" *FARLEY WORKS, SHEFFIELD, ENG*

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

MONTREAL OFFICE FOR CANADA, PACKARD BUILDING. **TELEPHONE M. 5576**

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Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors
Prepared Paints, Window
Glass, Varnishes, Etc.

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For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.



Underground, overground, first floor, any floor, and cellar tanks, for all kinds of oils, varnishes, and paints, in large or small quantities.

THAT'S THE BOWSER

FIRST FLOOR OUTFIT, one of fifty styles.

250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

ECONOMY, CLEANLINESS, SAFETY, CONVENIENCE, LABOR and TIME SAVED

AND, THEREFORE,

MONEY IN THE DEALER'S POCKET

Catalogue "V" tells how this is accomplished. Send for it to-day.

S. F. Bowser & Co., (Inc.)

FACTORY AND OFFICE:
530 Front St. West - - TORONTO, ONT.

THE STANDARD IDEAL SANITARY CO., LIMITED



Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

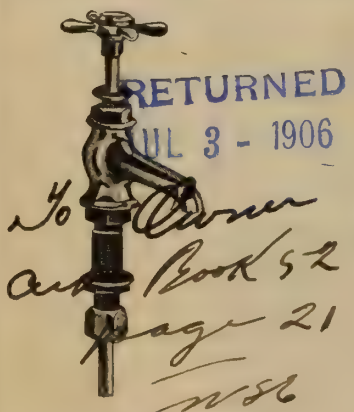
Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

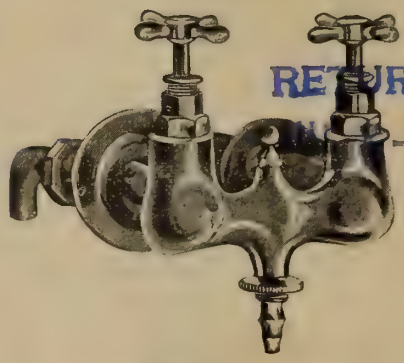
The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***
Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.



J.M.T.
Cushion-Disk Basin Cock



J.M.T.
Cushion-Disk Double Bath Cock



J.M.T.
Cross Handle Cushion-Disk Bibb
Made in all the standard patterns.

GOODS THAT GET BUSINESS

The plumber who instals work of this quality is sure to merit and retain a reputation that will increase his business and profits. These are essentially high-class goods in every sense. The weight and finish are strong points but the patent Cushion Disk is a feature that excels all other compression work.

THE JAMES MORRISON BRASS MFG. CO., LIMITED

89-97 WEST ADELAIDE STREET, TORONTO

PLUMBING AND STEAMFITTING

VENTILATION BY OPEN FIRE PLACE.

Judging from the various schemes for ventilating buildings which have come under my notice, says W. Harman, in a paper recently read before the Architectural Association, I am surprised to find what little attention is given to even the most elementary calculations, as to the probable results which will be attained, notwithstanding that certain data have been arrived at which experience proves to be fairly reliable and so simple that there is no excuse for neglecting to employ them. Failure, where it takes place, results generally from underestimating the supply of air necessary for securing efficient ventilation, and from the employment of restricted areas of inlet or outlet channels, openings or ducts. An ordinary room is provided with one fire place flue, and, as previously stated, when a fire is lighted that flue is practically the only outlet of air from the room. Consequently, by ascertaining the velocity of air passing up the flue and the sectional area of the flue, it is easy to find how much air will pass through the room in a given time.

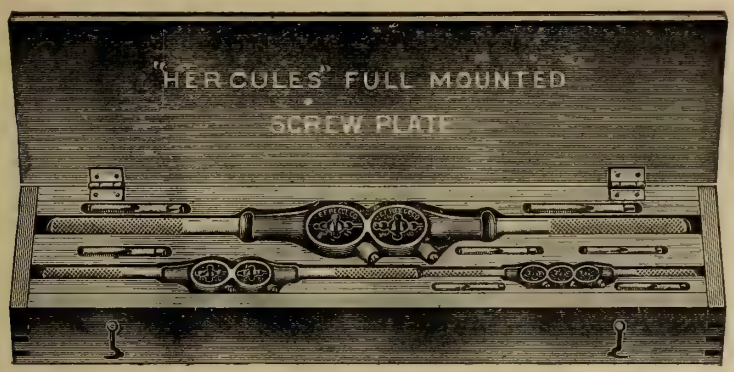


Fig. II.—Assortment of Hercules Full Mounted Screw Plates.



Fig. I.—Full Mounted Hercules Screw Plate.

Several influences will be at work at varying times which will affect the velocity of air passing up the flue, such as more or less fire in the grate, more or less force of wind outside, etc.; but under medium conditions, a flow of about 5 cubic feet per second may be taken as the volume passing up an ordinary 14x10 inch flue. Kindly note that I give the volume at about 5 cubic feet. I do this for the purpose of simplicity, and because it is near enough for practical purposes and can easily be remembered. If 5 feet be multiplied by 60 times 60, the result—namely, 18,000 feet—will be the volume of air passing through the room in an hour, and if change of air be demanded at the rate of six times per hour, the cubical capacity of a room with only one fire place flue should not exceed 3,000 feet, say, 20 feet by 15 feet by 10 feet.

A point to which I have given some consideration is the size of a special inlet relative to that of an ordinary fire place flue. A good rule is to have it of ample dimensions, with easy means for its regulation. It is then the fault of the occupants if care be not taken to adjust it to requirements. The difficulty, however, is that people are generally careless in paying attention to so simple an appliance—on a windy day the opening will be closed to prevent discomfort from drafts, and no one thinks of opening it in calmer weather. I have, therefore, come to the conclusion that when the inlet is placed as I advise—on the same side as the fire place, and as nearly central thereto as possible, about 2 feet below the ceiling—a clear opening of about one-half the area of the outlet flue will suffice, for the following reasons:

(1) If the inlet is simply through an external wall there will be less friction than in the long outlet flue, therefore the velocity can be greater. (2) Because, with a properly formed and louvred inlet, the additional velocity in the upper and unoccupied portion of the room will distribute the air throughout better than if entering at low velocity. (3) Because variations in the force of wind outside will not be so much noticed within the room when the area of inlet opening is not excessive.

It is easy to breakfast in bed if you will be satisfied by a few rolls and a turnover.

HERCULES SCREW PLATES.

The E. F. Reece Company, Greenfield, Mass., is introducing full mounted screw plates, as shown in the accompanying cuts, the distinctive feature of which is that no changing of dies is required, as a stock is provided for each die, so that dies are always ready for instant use. These goods are put up in sets or complete assortments, including stocks, dies and taps, as illustrated in figure 2. The plates are alluded to as being strongly and substantially constructed, but at the same time correctly proportioned and not too heavy. In this connection it is pointed out that the stocks are rightly proportioned for all of the different sizes which a set is intended to cut. The stocks have knurled handles, to insure a firm hold even when the handles are oily. The stocks contain the Reece adjustable dies, the same as are furnished in the Reece adjustable guide screw plates. The manufacturer explains that one advantage in having more than one die in a stock is that the screw plates can in this way be furnished at a low price, because less labor and material are required in making them, while not reducing the efficiency of the plates. The goods are furnished in four standard assortments and may be obtained with or without the wooden cases. Decatur, Bull & Co., Montreal, are Canadian representatives of the Reece Company.

NOTICE TO MASTER PLUMBERS.

The following is a copy of a letter from the president of the National Association of Master Plumbers to provincial vice-presidents and others throughout Canada in regard to the coming convention at Ottawa in July:

At a meeting of the executive of the National Association of Master Plumbers of Canada held in Montreal June 4 last, it was deemed advisable, after consideration, to hold the eleventh annual convention at Ottawa in July. As it is necessary for me to place as full a report as I possibly can obtain, before the convention, I would impress upon you the importance of filing with me all information that will prove of interest, such as (1) state of organization in your city; (2) if any strikes have occurred; (3) recommendations of any kind that will be of benefit to the association or its members.

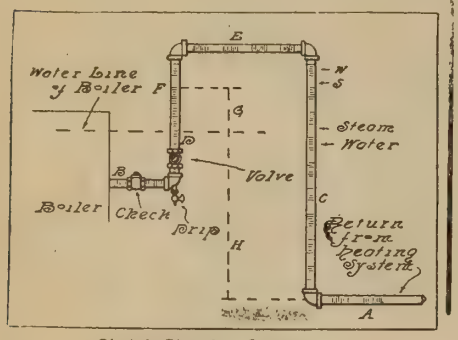
I hope to hear from you as soon as possible—say not later than the end of June, to enable me to make out my report. I would also urge that you have your local associations appoint their delegates for the convention, as I anticipate that this will excel all previous meetings.

I am, yours truly,

A. J. HAMMOND,
President,
National Association of Master Plumbers.

THE STEAM LOOP.

A short description of the steam loop may be of interest to the steamfitter who does not understand it, writes Thomas Tait in the Plumbers' Trade Journal. The steam loop is intended to return condensation to the boiler from below the water line, without the use of valves, floats, or any other devices. It will lift the water to great heights vertically, and will be found very effective for high pressure heating work. It is made entirely of plain pipe and fittings, practically as per sketch. The loop consists of a riser (C) and a drop leg (D), which are connected by a horizontal pipe (E). The riser is connected at the bottom with the return end of the heating system, so that all the return condensation will go directly into the riser. The drop leg is connected to the boiler below the water line by the pipe (B). When the system is in use it becomes filled with bubbles of steam (S), and slugs of water (W), and these travel up the riser (C) and along the horizontal pipe (E), finally dropping into the drop leg steadily. The steam bubbles constantly losing their heat and contracting is the cause of this movement, and they finally condense in pipe (E) and drop into the drop



Sketch Showing Steam Loop.

leg (D). The pressure in the heating system steadily forces the contents of the riser upwards and fills the spaces made by condensation, and this upward movement goes steadily on as long as there is any condensation. The water which is carried up in pipe (E), with that which is formed by condensation, will run by gravity into the drop leg, where it will form a water line (F), above the water line of the boiler. The pressure due to the head of water between the water line in the boiler and the water line in the drop leg, plus the steam pressure already in the heating system, becomes greater than the pressure in the boiler, and the water in the drop leg will run into the boiler. As only a portion of the contents of the riser consists of water, the riser can be carried very high and is practically only limited to the height at which the weight of its contents will balance the steam pressure in the heating system at the foot of the riser. The water will back up in the drop leg until it balances the difference between the pressures in the boiler and in the return pipe of the heating system which connects to the riser, plus the weight of the contents of the riser. The actual lift (H) will be the difference between the return pipe of the heating system and the water line in boiler.

Condensation should not take place in the riser, but only in the horizontal pipe and in the drop leg. The horizontal pipe serves as a condenser, and may be made long or short to suit local conditions. It may be necessary, in some cases, to cover the riser where exposed to cooling influences, but the horizontal pipe needs only to be protected from freezing. The riser and pipe (A) should not be larger than one and one-quarter inches, nor less than three-quarter inches, as in large pipes the water plugs become an uncertain article. Two or more risers may be used where the condensation is too much for one riser to take care of. Pipes (E) and (D) may be made as large as required. A drain cock, valve, and a light swinging check valve should be placed at boiler.

The dimensions of a steam loop can be found as follows:

Question.—The steam pressure in the boiler is 30 pounds absolute, and the pressure at the end of the heating system is 20 pounds absolute. The proportion of steam to water in the riser in 3 to 1; how high may the water line in the boiler be above the return of the heating system? Consider the weight of a column of water 2.3 feet high to be one pound.

Solution.—The pressure at the foot of the riser will balance a column of water $20 \times 2.3 = 46$ feet high. The contents of the riser being one part water to three parts steam, the column may be four times that height, or $46 \times 4 = 184$ feet high. The pressure in the boiler will support a column of water in the drop leg $30 \times 2.3 = 69$ feet high. If the condensation in the horizontal pipe would be perfect, the highest lift will be $184 - 69 = 115$ feet. Answer.

Question.—How high must the riser extend above the water line in the boiler to lift the condensation 21 feet, the difference between the boiler pressure and the pressure at the foot of the riser being 7 pounds per square inch? The proportions of steam to water being 3 to 1.

Solution.—On the supposition that the loop is full of steam, the water will rise in the drop leg $7 \times 2.3 = 16.1$ feet, to balance the difference in pressure. Adding this height to the required lift, the column of water will stand 16. $+21 = 31.7$ feet above the foot of the riser when the pressures are balanced. If the riser is filled with steam and water in the proportions of 3 to 1, the water column must be lengthened to balance it, the length required being equal to the water contained in the riser. The contents being one part water and three parts steam, it follows that one-quarter of the total height will be above the present height of the water column, and three-quarters below it. The added height will be $37.1 \div 3 = 12.4$ feet. Adding this to the present height of the water column, the final height above the boiler water level is $37.1 + 12.4 - 21 = 28.5$ feet. Answer.

In case there should be an increase of the difference in pressure between the boiler pressure and the pressure at the foot of the riser, five feet should be added to the height of the loop.

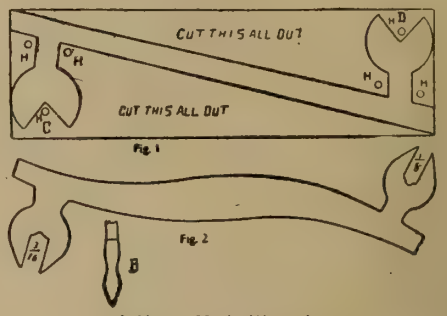
The steam loop is used where it is not desirable to waste the condensation from the heating system.

A PIPE-THREADING KINK.

Often when threading pipe with a solid die from 1 inch down, it requires considerable muscular exertion with the ordinary small stock. To save strength, make a square of wood to fit any larger stock with larger handles, or have the piece made of iron if preferred. Use the proper bushings and it will work to perfection.

MAKING A WRENCH.

It is just as important that a wrench should be balanced as that a hammer should be. In making an S-wrench, do not give it too much hook, as you can not handle it so fast. The illustrations show how to make a tire-bolt wrench,

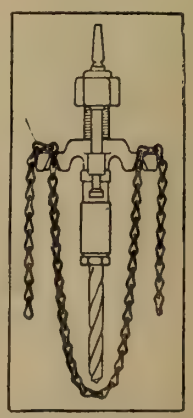


A Home-Made Wrench.

called a side wrench. It is made of a piece of spring plate $1\frac{3}{4}$ in. by 6 in. Parts (C) and (D) are worked over the hardy, having care not to punch the holes at these points too far back. (H) indicates holes punched in material to be cut away. Part (A), figure 1, should be beveled from the centre and made as wide as the material will allow. (B), figure 2, shows the pointed jaw and how it is beveled on the handle. This wrench will work in places that other wrenches will not.

AUTOMATIC CHAIN DRILLING ATTACHMENT.

A recently invented device will be of great service to machinists, plumbers, steamfitters and other mechanics, who find it necessary to use a breast drill. The old method of applying bodily pressure is done away with, and in its place


Automatic Chain-Drilling Attachment.

an automatic feed pressure is introduced, which depends on the operation of two small gears, enclosed in the case at the top. These gears have 23 and 24 teeth respectively, and act like a differential hoist, thereby slowly feeding the drill into the work. The chain is used for holding the work, and can quickly be adjusted by means of the notches which hold it.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, June 29, 1906.

Business in plumbing goods has settled down to a steady flow of orders, which keeps all the interested firms very busy. There are so many good jobs under way and in prospect that almost every branch of the trade is sharing in the general activity.

It has surprised many dealers that iron pipe prices have remained stationary for so long a period. For some time the natural condition of the market has been such as would have justified an advance in quotations, but as some jobbers have apparently been content with a very small margin of profit, the larger dealers could not change their prices. At present the condition is uncertain.

All prices are held firm, but there are no changes this week.

RANGE BOILERS—The normal turnover is the rule. We give prices: Iron clad, 30 gal., $5; 40 gal., $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—Pig lead is weaker than at our last report, but this change of condition in the primary market has not affected the price of lead pipe. We still quote prices as follows: 20 per cent., f.o.b., Montreal, Toronto, St. John, N. B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Business is good at the following prices: Discounts on all sizes of nipples up to 6-inch, 67 1-2 to 70 per cent.

IRON PIPE— No changes in price have occurred. It is understood that the shading practiced by some firms with limited trade in this line has prevented advances. Our prices and discounts are: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS — A continued brisk demand is shown. Our quotations are as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—As both tin and lead are weak, easier prices in this line may be expected. For the present, however, we are still quoting: Bar solder, half-and-half, guaranteed, 24 1-2 to 25c.; No. 2, wiping solder, 20c.

ENAMELWARE—Inquiries are satisfactory and prices are well maintained. We quote: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, June 29, 1906.

With the exception of solder, which is again weaker, the market is the same as last week. Just now it is selling at 25 cents for the best half and half and 21 cents for wiping.

The usual rumors of cutting in iron pipe are prevalent, but Toronto jobbers all state that it is done by outside men and not by them. Those who were in a position to buy pipe when it was down have a pretty good supply on hand, so that while there is a lot being used the sales are not so heavy as they might be.

Sales of heaters and fittings are growing weekly, the month of June showing much larger sales than June, 1905.

LEAD PIPE—The demand is as usual. No price changes. We quote: Lead pipe, 8c., discount 20 per cent.

SOIL PIPE AND FITTINGS — Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE — A steady business is being done. We quote as follows: Black, 1 in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — We quote as follows: Cast iron elbows, tees, crosses, etc., 67½ per cent.; cast iron plugs and bushings, 67½ per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65½ per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—Business is on the increase and a good season is looked for. We quote: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—Prices are weaker again. We quote: Bar solder, half-and-half, guaranteed, 25c.; wiping, 21c.

ENAMELWARE — We quote as follows: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

A NEW FUEL SAVING DEVICE FOR BOILERS.

A. J. Raynor, of Toronto, has secured a United States patent on a water tube boiler that he has been working on for a considerable time, and also has applications in for patents in Canada, Great Britain and elsewhere. Mr. Raynor was allowed 58 claims on his patent, each claim representing a feature not included in any other water tube boiler; and has been receiving commendation for his work from many in a position to judge of its merits. His original application made only 47 claims, and the fact that the patent department has allowed 58 is exceptional. A defect that is ordinarily found in water tube boilers is that the tubes being rigid in the water heads are easily affected by contraction and expansion strains, with the result that their life, at the best, is not long. The principle adopted by the patentee is that of making the tubes in the shape of an elongated S, the claim being that the natural elasticity of such a shaped tube will be sufficient to allow all contraction and expansion without the strain that results from a rigid tube. Another feature is that the shape of the tubes allows more of them to be used, for the reason that only a limited

number of straight tubes can be used on account of the many connections they require, which weakens the heads. The result of this is a much greater heating surface without increasing the size of the boiler, which, of course, means that a greater volume of steam or heat than is ordinarily obtained can be generated by a given amount of fuel.

Mr. Raynor's boiler is adapted for both steam and hot water heating, and he claims a third saving in fuel from its use. He has not decided yet whether he will sell his rights or manufacture himself.

LAWSON HEATERS.

The Lawson gas and gasoline water heaters are having large sales since the Summer weather has come. The gas heater for range boilers is made from a coil of seamless copper tubing inside of a Russia iron or brass jacket, which is lined with asbestos to prevent the escape of heat. The gasoline heater is constructed along similar lines, to be used in places where there is no gas. They are particularly adapted to Summer use, as it takes but a few minutes to heat a boiler of water with one of them, and they are also very convenient for any season of the year.

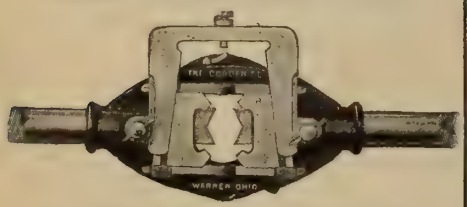
NATIONAL ASSOCIATION MEETS.

Over one thousand delegates are in attendance at the annual convention of the National Association of Master Plumbers at Atlantic City, N.J. The advocacy of a national sanitary law that will improve state and municipal conditions and a fight for apprentices, now forbidden by union laws, are among the measures to come up during the four days of the meeting. A resolution to admit Canada and Mexico to membership is also being submitted to the meeting.

STEAM CONDENSATION.

A writer in the American Machinist stated recently that a steam pipe of 6 inches to 8 inches diameter was covered with a wooden box of 12 inches diameter which was filled with a sawdust mortar, one barrel of lime to five of sawdust. Before covering the pipe — nearly 700 feet in length—it condensed 1,440 pounds of water hourly ; after covering it condensed 195 pounds hourly.

THE NEW
"SOLID-ADJUSTABLE"
HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.
BERLIN, - ONTARIO
Selling Agents for Canada

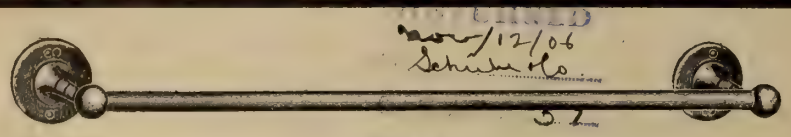


ARMSTRONG'S
FAMOUS DIE STOCKS

have for years met the most exacting requirements for mechanical excellence. They are light, strong, durable, adjustable. Sold by leading dealers the world over.

Write for complete illustrated catalogue.

THE ARMSTRONG MFG. CO.
292 KNOWLTON ST., BRIDGEPORT, CONN.



Select This One

or some other of our varied assortment of

TOWEL BARS

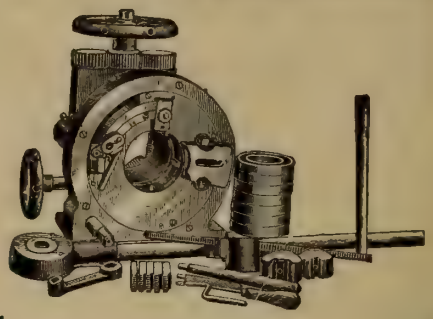
It doesn't matter which one you take as long as the

TORONTO

is on it. That's the safety link between you and your plumbing contract.

THE CARRIAGE MOUNTINGS CO., Limited, TORONTO, Can.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing diehead, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

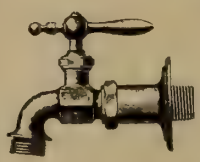
GLAUBER



finest brass goods made



ALL SIZES GUARANTEED 5 YEARS ALL KINDS





CLEVELAND, OHIO

Forwell Foundry Co.
BERLIN, ONT.
Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand

The Oxford Push Nipple Alone Would Make Boiler Sales For You

Simply this one great feature—this metal push nipple that is an absolute insurance against the boiler ever getting leaky—what point could be more powerful as a selling argument ? And yet that perfect metal joint, which does away with all the worry and work and risk of rubber gaskets, is only **ONE** of the supreme selling points that make it so easy to earn better profits by pushing

THE OXFORD HOT WATER BOILER

Just a few of the other sales-making qualities: Extra deep fire pot. Sloped-in walls to fire-pot. Oxford special triangular hollow grate bar. Strength in all the little things of the boiler's design. Labor and time for you saved by the way the boiler comes to you assembled. Why not ask questions about our Boiler Proposition to live dealers ? Why not ask them now ?

The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

165







DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The Oshawa Steam and Gas Fittings Co. Limited

Stocked by all Leading Wholesale Houses.

SPECIALTIES

Hot Air Furnaces. Cash Weights and Washers.

Fine Grey Iron Castings.

OSHAWA, - CANADA

A Quarter of a Century of Popularity.

The Improved "DAISY" Hot-Water Boiler

is not a newcomer that dealers need squint one eye at and say "I wonder if she will make good."

The "Daisy" made good over twenty years ago and every other sectional hot-water boiler on the market is more or less patterned after the "Daisy."

All Boiler Roads lead to Daisyville.

Let us show you how we can rush your order.

R. J. CLUFF & CO.

Lombard Street, TORONTO

Everything in the line of Iron Pipe Fittings, Brass Goods, Heating Essentials, etc.

Ontario Agents for

Warden King & Son, - Montreal



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Kerr's Extra Standard

GLOBE VALVES

are of the best quality. They give the best of service and are moderate in price.

Every valve is TESTED, and PACKED, and GUARANTEED.

WRITE FOR CATALOGUE

The KERR ENGINE CO., Limited

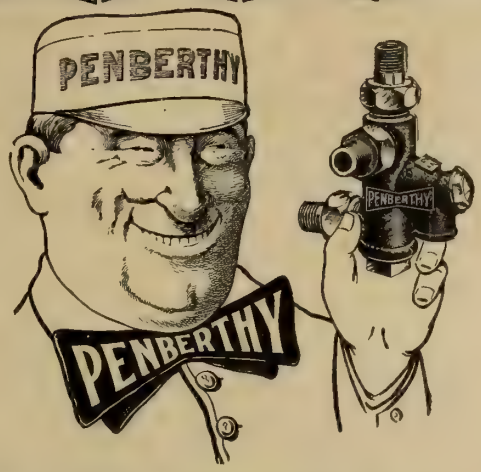
Manufacturers

WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

GET OUR PRICES ON
Air Cocks, Lubricators, Air Vents,

QUALITY
GUARANTEED



GET OUR PRICES ON
OILER AND GREASE CUPS

PRICES
THAT SATISFY

The injector that makes good all over the world.

An injector that is given the severest tests on capacity, long lift, hot water, vacuum, etc.
An injector that has won the confidence of every intelligent engineer and mechanic

BECAUSE IT IS

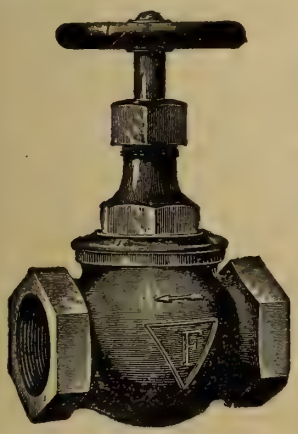
RELIABLE

ARE YOU SELLING PENBERTHY INJECTORS?

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



FAIRBANKS VALVES

The best that money or skill can produce

Among other features we have :

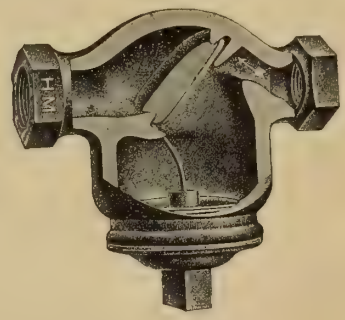
Quality of Metal
Renewable Disc
Interchangeable Parts

Send your next Valve order to

The Canadian Fairbanks CO., Ltd.

MONTREAL
TORONTO
WINNIPEG
VANCOUVER

Mueller Water Strainer
PATENTED



C—109

Foreign matter can't cling to the screen in this strainer and choke it. A baffle plate at the inlet receives the first impact of foreign matter and deflects it past the screen into the pocket. Made in regular pipe sizes up to 3-inch and in larger upon order.

THE MARK OF UNCONDITIONAL DECATUR ILL. U.S.A. H⊙M GUARANTEE MUELLER GOODS

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

WE COULDN'T AFFORD TO DISAPPOINT YOU

When we tell you we are shipping
"JOLIETTE" AND "CYCLONE" SHEATHING
you can rely on that shipment.

When we tell you we are shipping
"BLACK DIAMOND"
TARRED FELT
you can rely on that shipment.

SHEATHING, TARRED FELT, READY ROOFING, WRAPPING and BUILDING PAPERS, from us to you to the people—
That's the circuit.

82 McGILL STREET
ALEX. McARTHUR & CO., Limited, MONTREAL
F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

June 30, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$44 50 $45 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I X X, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 00
" 14x65, " }	

Tinned Sheets.

2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.	2 05	2 15
Forged iron "	2 30	....
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base	....	2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Jowett's Diamond J	0 06½	0 07½
" Best	0 11	0 11½
Best sheet cast steel	....	0 12
B. K. Morton & Co.—		
"Alpha" high speed	....	0 65
" annealed	....	0 70
"M" Self-hardening	....	0 50
"J" quality, best warranted	....	0 18
"I" " warranted	....	0 14
"C" "	....	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"	....	0 65
" " annealed	....	0 65
Chas. Leonard	0 08	0 09
Crucible Steel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special	....	0 16
" Silver steel	....	0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons B P.L. tool steel annealed	....	10½

BABBIT METAL.

The Canada Metal Co.:

Imprica, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11¾
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No. 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge	....	2 70
17 gauge	....	2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10½ oz. (American gauge)	4 25
28 gauge "	4 00
26 " "	3 75
24 " "	3 50

	Comet Bell.	Queen's Head.	Windmill Best.
16 to 20 gauge	3 45	....	3 40
22 to 24 gauge	3 60	3 90	3 65
26 "	3 90	4 15	3 90
28 "	4 15	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		7 00	10 00
"	¼ "	"	5 60
"	5-16 "	"	4 45
"	⅜ "	"	3 85
"	7-16 "	"	3 70
"	½ "	"	3 55
"	9-16 "	"	3 45
"	⅝ "	"	3 35
"	¾ "	"	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	21 00

Bars.

Cut lengths, round, ½ to ⅞ in.	26 00
" round and square,	
Cut 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned } 35 per cent. off list.
Spun }

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 24

ZINC SPELTER.

Foreign, per 100 lb	7 25 7 50
Domestic " "	5 00 5 25

ZINC SHEET.

5-cwt. casks	8 00
Part casks	8 25

LEAD.

Imported Pig, per 100 lb.	4 50
Bar, " "	4 65
Sheets, 2½ lb. sq. ft., by roll	0 05½
Sheets, 3 to 6 lb. "	0 05¼

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 20 p.c lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's per lb.	0 28	0 30

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

	1st quality	Special
Plate E I, Fittings extra 4 and 4½ ft. 3 in. rolled rim	$19 65	17 65
5 feet "	20 65	18 65
5½ " "	22 15	20 15
6 " "	24 90	22 90
Plate E II		
5 feet 2½ in. "	19 15	17 15
5½ " 2½ " "	20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.	650 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 09	¼ inch 2 92
⅜ "	2 09	⅜ " 2 92
½ "	2 42	½ " 3 27
¾ "	3 05	¾ " 4 20
1 "	4 37	1 " 6 20
1¼ "	5 96	1¼ " 8 21
1½ "	7 15	1½ " 9 86
2 "	9 54	2 " 13 14
2½ "	14 50	2½ " 21 80
3 "	19 00	3 " 28 60

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 75 per cent.
Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock	net 1 75
No. 4 " "	" 1 90
No. 7 Fuller's	" 2 35
No. 4½ "	" 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon net	25 00
" 35 " "	29 00
" 40 " "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.5
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	42.00
144	47 00	55.00

SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent

CLAUSS BRAND HOUSEHOLD SHEARS

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24	....	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SOLDERING IRONS.

1½-lb. per lb.	....	0 37
2-lb. or over "	....	0 34

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 25½	0 26
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	....	0 03
Chrome yellow	....	0 15
Golden ochre	....	0 08
French "	....	0 08
Marine black	....	0 04½
Chrome green	....	0 10
French permanent green	....	0 13
Signwriters' black	....	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.	
Pure	6 00	6 25
No. 1	5 65	5 90
No. 2	5 30	5 65
No. 3	5 05	5 30
No. 4	....	4 75
Munro's Select Flake White	....	6 50
Elephant and Decorators' Pure	....	6 30
Monarch	....	5 75
Essex Genuine	....	5 75
Brandram's B. B. Genuine	....	7 50
" Anchor," pure	....	6 00
Sterling Pure	....	6 00
Ramsay's Pure Lead	....	6 00
Ramsay's Exterior	....	5 75
Crown and Anchor," pure	....	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt	....	$6 00
Genuine, 100 lb. kegs, "	....	6 25
No. 1, 560 lb. casks, per cwt	....	5 75
No. 1, 100 lb. kegs, per cwt	....	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 45
" " " ½ gal.	....	1 40
" " " gal.	....	1 35
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.		1 45
" " " " " ½ gal.		1 40
" " " " " 1 gal.		1 35
Sterling House Paint	....	1 25
" Floor "	....	1 25
National	....	1 05
Jamieson's "Crown and Anchor"	....	1 20
Jamieson's floor enamel	....	1 50
" barn paints, in bbls, per gallon	....	0 60
Senour's Floor Paints....gal.	....	1 20

PARIS GREEN.

50-lb. barrels	....	....
50-lb. kegs	....	....
25 and 10 lb. drums	....	....
1 lb. paper boxes	....	....
½ lb. tins	....	....
½ lb. paper boxes	....	....
¼ lb tins	....	....

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" No. 1.	0 85	0 90

Elastilite varnish, 1 gal. can, each 2 00
Granitine floor finish, per gal 2 75
Maple Leaf coach enamels; size 1, $1.20 size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.
Canada Paint Co's sun varnish 2 00
"Kyanize" Interior Finish 2 40
"Flint-Lac," coach 1 80
"Gold Medal," per gal., in cases 2 00
Jamieson's Copaline, per gal. can 2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; 5 per cent. discount. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads. per lb.

Best thick brown or grey felt wads, in ½-lb. bags $0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges 0 29
Best thick white card wads, in boxes of 500 each, 10 gauge 0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges 0 20
Thin card wads, in boxes of 1,00 each, 10 gauge 025

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¼
Brook's, 80-lb. and over	0 11¼

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 35 3 00

House.

American, per lb. 0 35 0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾	0 12

BOLTS AND NUTS

	Per cent.	
Carriage Bolts, common ($1 list		
" " ⅜ and smaller	60	and 10
" " 7-16 and up	55	and 5
" " full sq. ($2.40 list)	60	
" " Norway Iron ($3 list)	60	
Machine Bolts, all sizes, ⅜ and less	55	
Machine Bolts, 7-16 and up	55	and 5
Plough Bolts	55	and 5
Blank Bolts	55	and 5
Bolt Ends	55	and 5
Sleigh Shoe Bolts	70	
Coach Screws, conepoint	70	and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball per M		4 25
Small heel "		4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply, not under 45 lb. per roll		0 95
Ready roofing, 3-ply, not under 65 lb., per roll		1 20
Carpet Felt per ton		55 00
Heavy Straw Sheathing per ton		35 00
Dry Surprise		0 37½
Dry Sheathing....per roll, 400 sq. ft.		0 35
Tar " " 400 "		0 45
Dry Fibre " 400 "		0 55
Tarred Fibre " 400 "		0 65
O. K. & I. X. L. " 400 "		0 70
Resin-sized " 400 "		0 45
Oiled Sheathing " 600 "		1 00
Oiled " " 400 "		0 70
Root Coating, in barrels per gal.		0 17
Roof " small packages "		0 25
Refined Tar per barrel		5 00
Coal Tar "		4 00
Coal Tar, less than barrels per gal.		0 15
Roofing Pitch per 100 lb.	0 80	0 90
Slater's felt per roll		0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross 7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4"x3", ex wharf, per 1 000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,0 0	50 00
Stable pavers, 9"x4½"x2", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

It Won't Cost You Anything

to know that Paterson's Wire Edged Ready Roofing is made from Pure Wool Felt saturated with Refined Coal Tar, and the different plies cemented together with the highest grade of Bitumen. Our Roofing contains nothing that will evaporate at less than 300° Fahrenheit, and that's why it lasts so long.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
"	" "	5 25
"	" "	6 75
"	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10		cent
Arcade	70 "	10	"
Kearney & Foot	70 "	10	"
Disston's	70 "	10	"
American	70 "	10	"
J. Barton Smith	70 "	10	"
McClellan	70 "	10	"
Eagle	70 "	10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70 to	75	"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
100 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ½-inch	per gross	....	9 00
" " ⅝ "	.... "	....	10 00
" " ¾ "	.... "	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07	0 8½

Ball Pean.

English and Canadian, per lb.		0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz			4 40
" " 2, "			4 85
Barrel, Underhill			5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge—

to 10 in.	per 100 lb.	....	4 50
12 in. up	"	....	25
Spring, No. 20, per gro. pairs		....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 59, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Ch elier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	....	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base	3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock

American	per gross	....	0 60

KNOBS.

Door, japanned and N.P., per doz		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00	
Ordinary, with O burner	"	3 50	

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$ 3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes		2 50
Woodyatt, ball bearing, 12 to 20-in	5 60 to	7 45

Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21, 23, 25	$10 00	14 00
10½ in. ball bearing 12 to 20	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 35
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Cabinet.
Eagle discount 30 per cent

Padlocks.

English and Am.	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking, each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	....	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.	Cut.	Wire
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross		3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 5 per cent. off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent.
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
" "		...	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English ....per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
man ..... "	0 60	0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ....per doz.	0 55	1 00
Axle..... ..... "	0 22	0 33
Screw .... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout ...	1 80	3 16

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood..... per doz. net 1 20 up.

RAZORS. per doz.

Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish.....	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 10½
Pure Manilla	0 15
"British" Manilla.....	6 11½
Cotton, 3-16 inch and larger.....0 21	0 23
" 5-32 inch 0 25	0 27
" ¼ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord. 48 feet.....per doz.	0 60
" " 60 feet..... "	0 75
" " 72 feet..... "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka" tinned steel, hooks	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.

Crosscut, Disston's....per foot	035	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	....	0 31

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

(Hollow Back)		(Reinforced S Scoop.)
Moose.....	$17 50	..... $16 30
Bear	15 00	..... 15 30
Fox.....	12 50	..... 14 30
Black Cat....	10 00	..... 13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'.....	4 50	11 00

SQUARES.

Iron, No. 492 .....per doz.	1 90	2 25
" No. 493 ..... "	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... ..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... " "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½ and 12
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's.....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.

German.....per doz.	4 75	5 00

S. & D., scou 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress .....per lb	33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	0 13½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise.....	4 50 9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....	$2 15
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles,15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14, $3.65 to $3.65—No. 15, $4.20—No. 16, $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 45
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	29 00

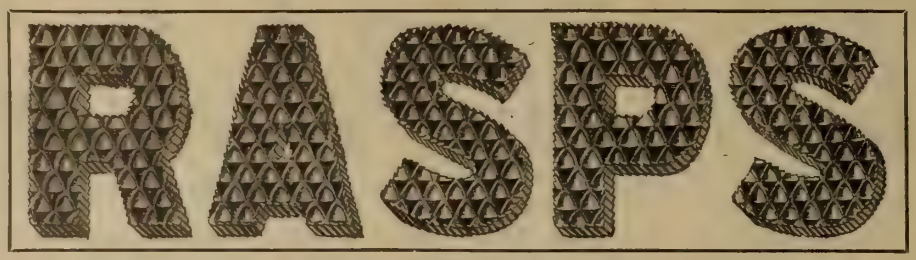
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Canadian make discount 40 per cent

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

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Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

We have a full assortment of all sizes from 1-8 in. to 6 in.

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Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co., Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Imperial Cement Co., Owen Sound.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Refrigerators.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell. Toro

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.



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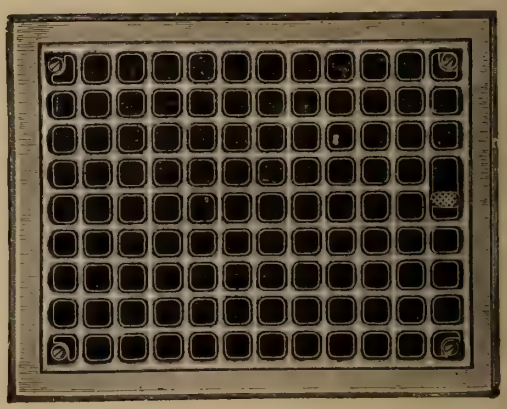
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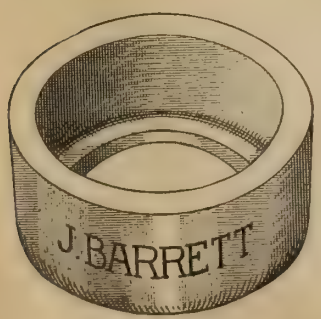
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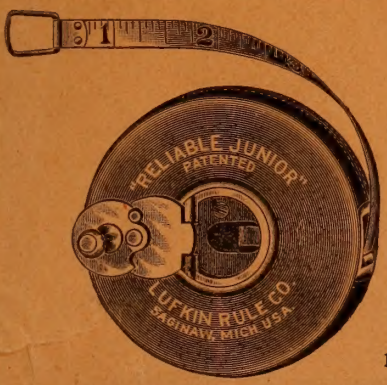
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